

FIG. 1A

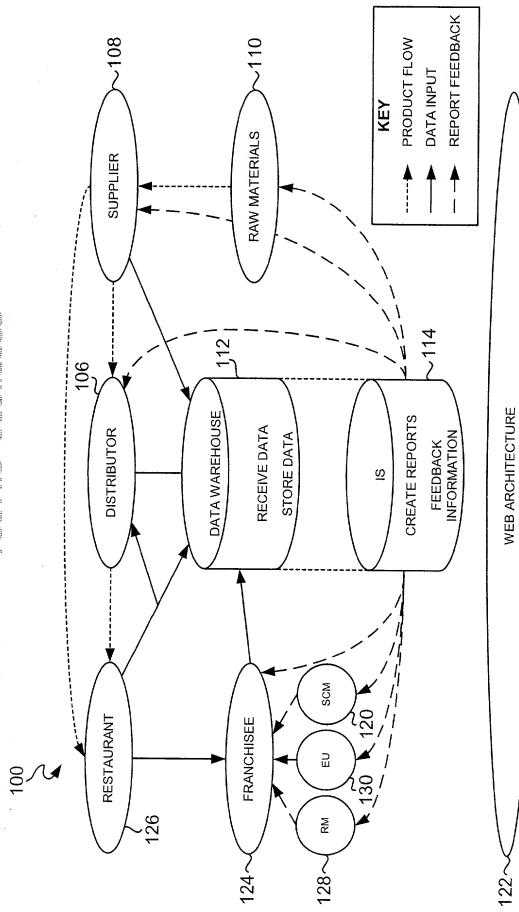


FIG. 1B

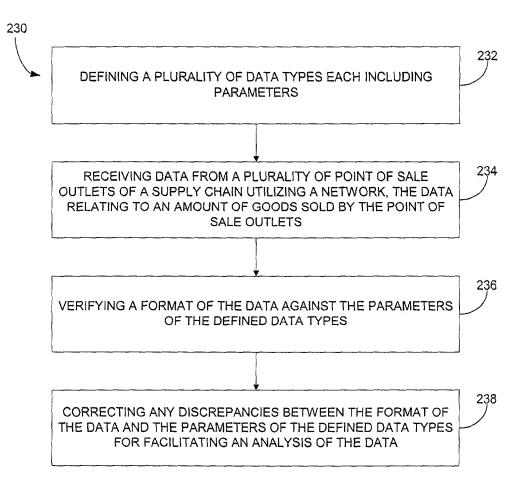


FIG. 2

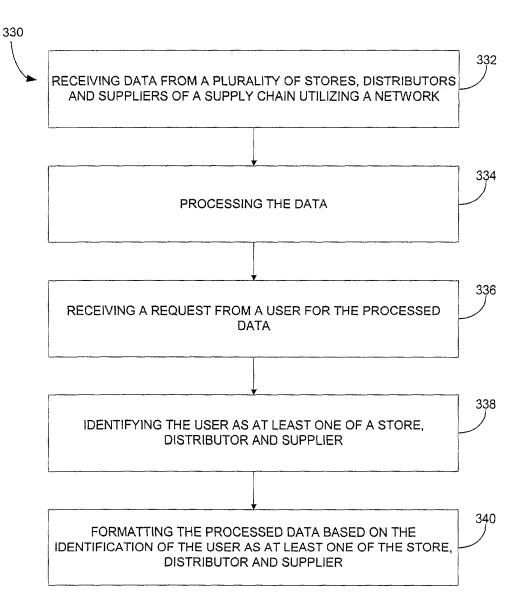


FIG. 3

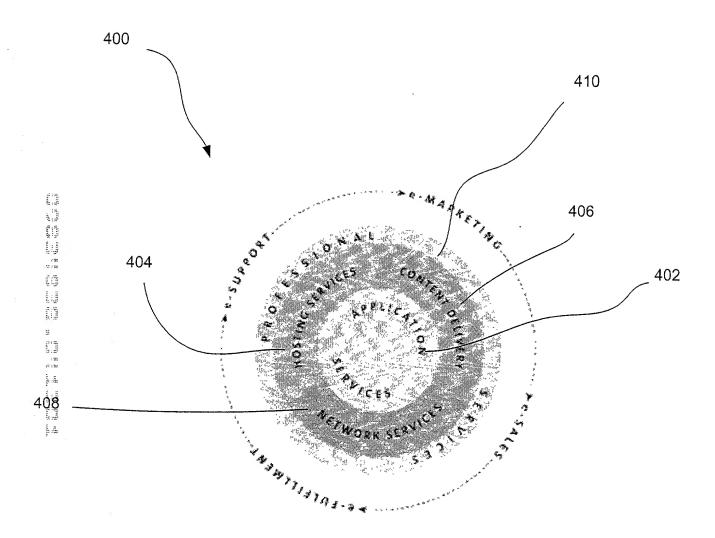


Fig. 4

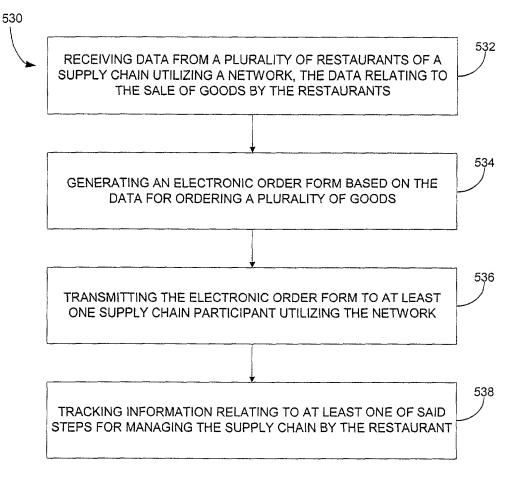


FIG. 5

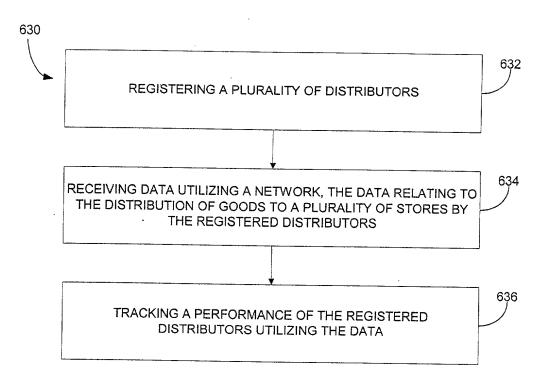


FIG. 6

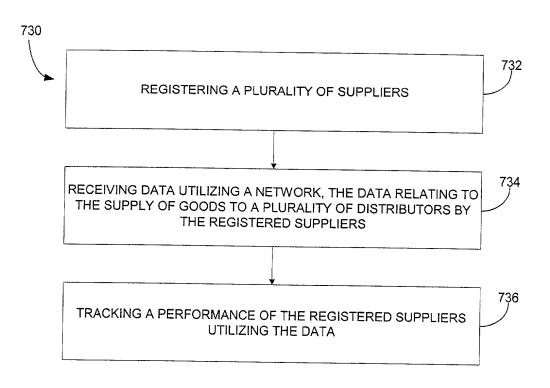


FIG. 7

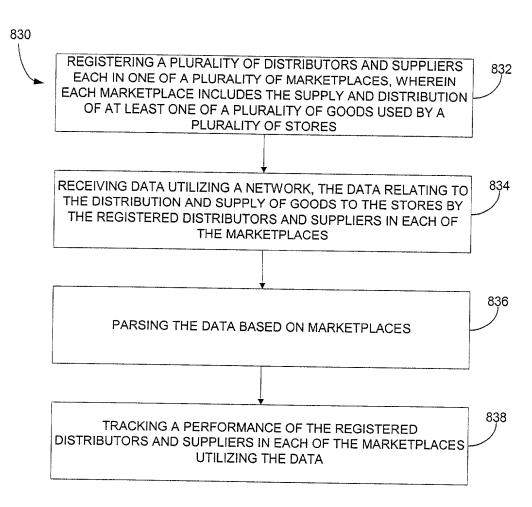


FIG. 8

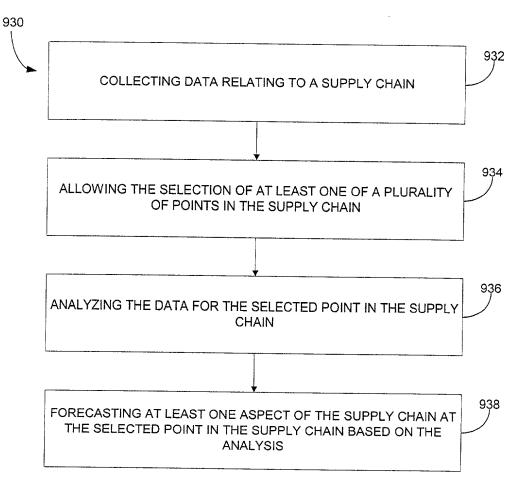


FIG. 9

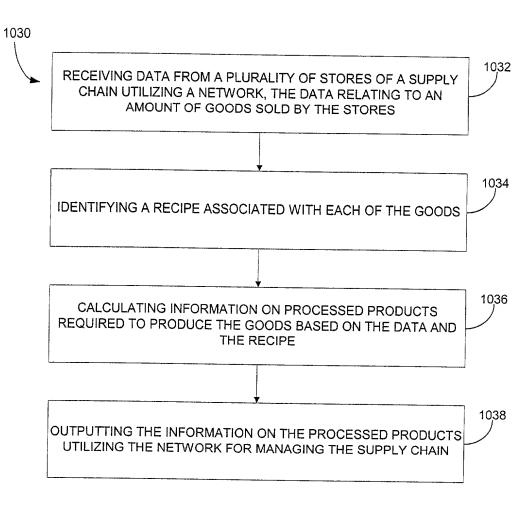


FIG. 10

ĥ.Ł

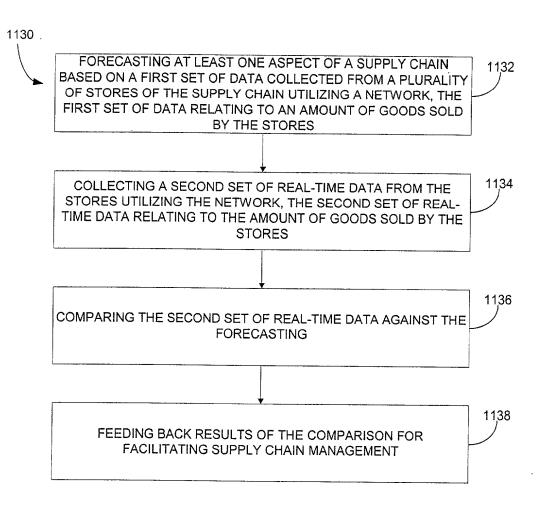
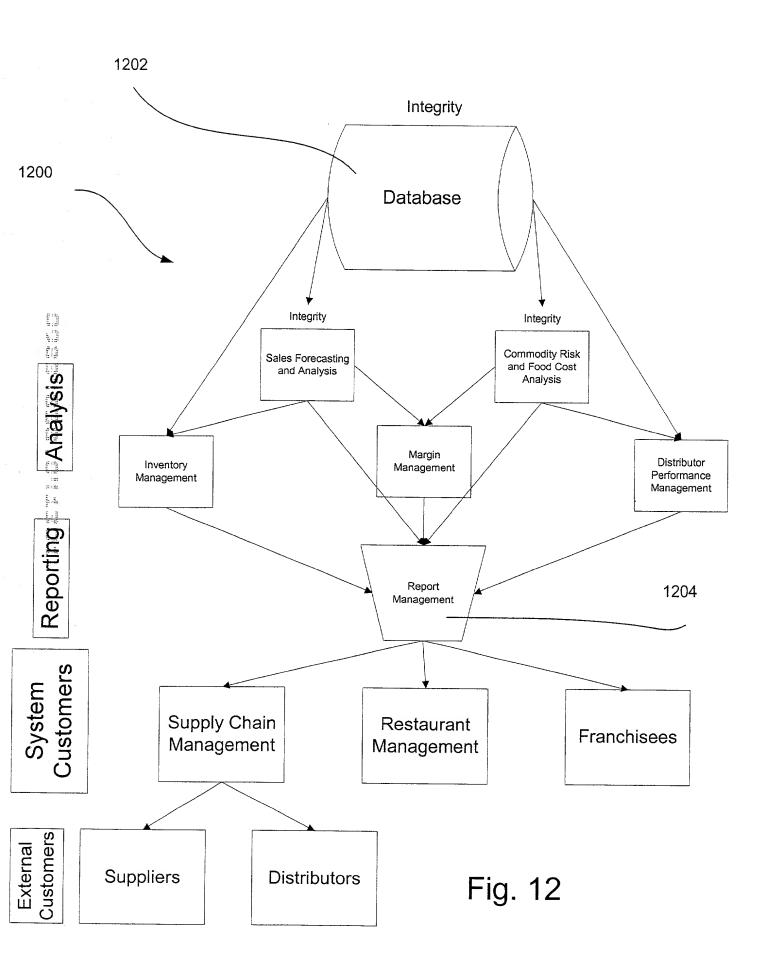


FIG. 11



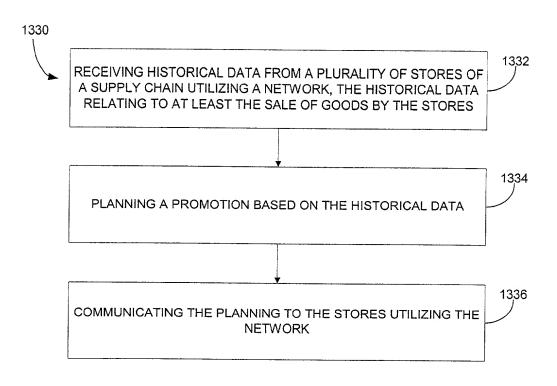


FIG. 13

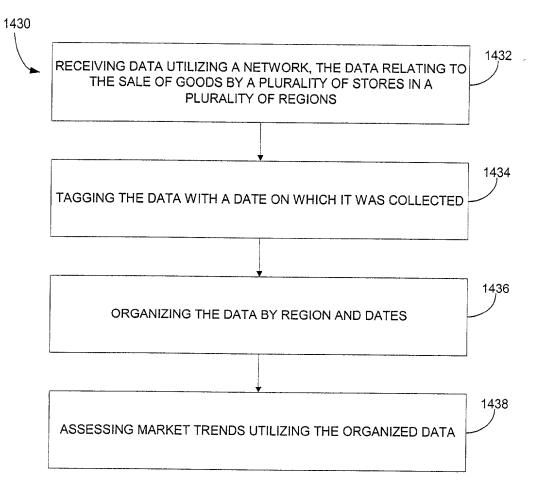


FIG. 14

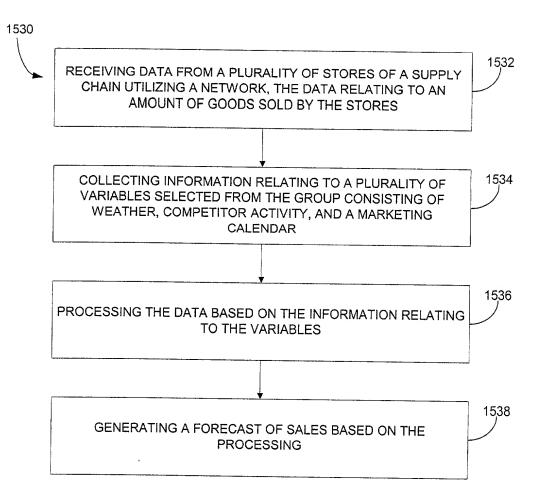


FIG. 15

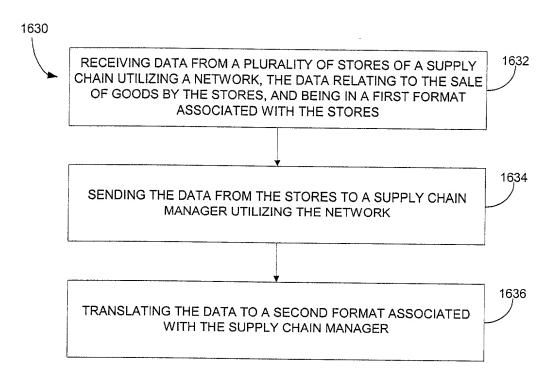


FIG. 16

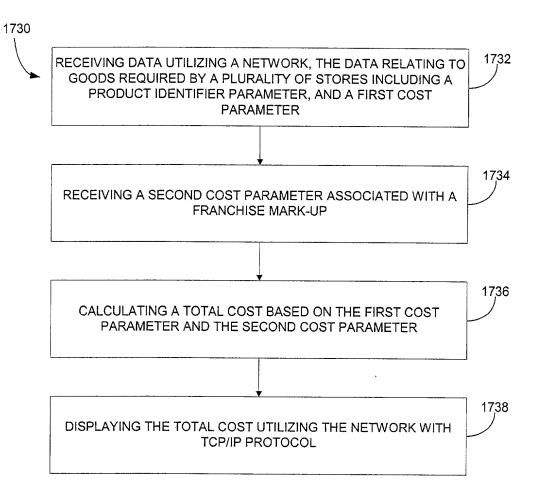


FIG. 17

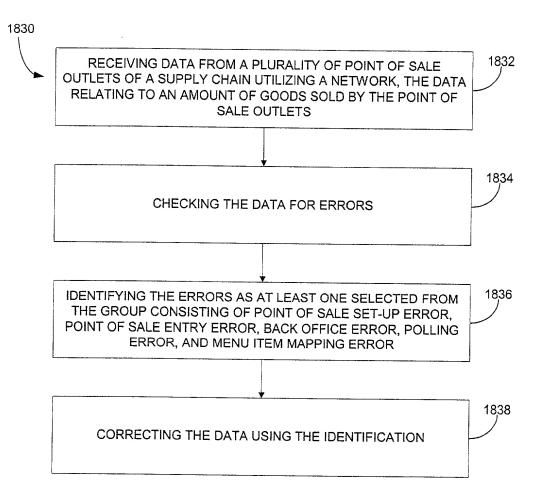


FIG. 18

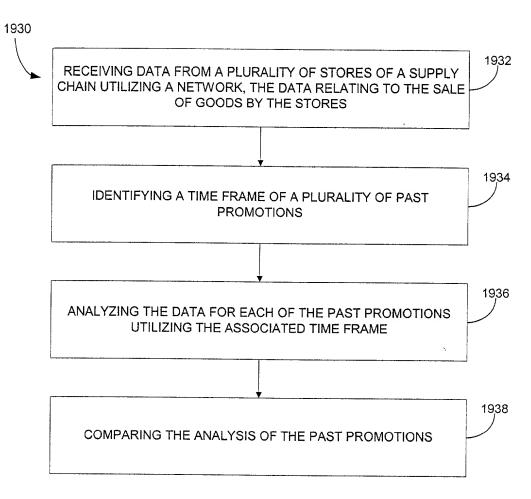


FIG. 19

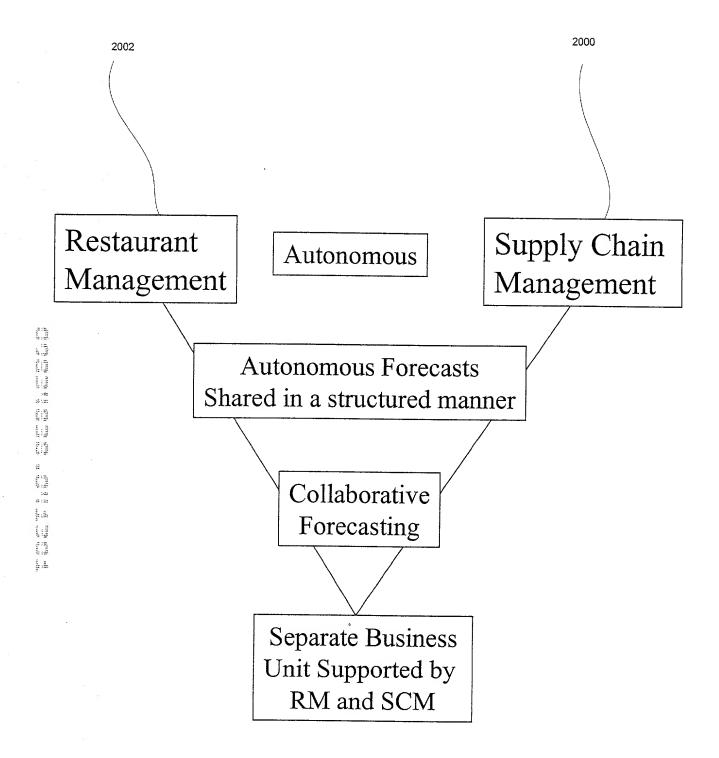
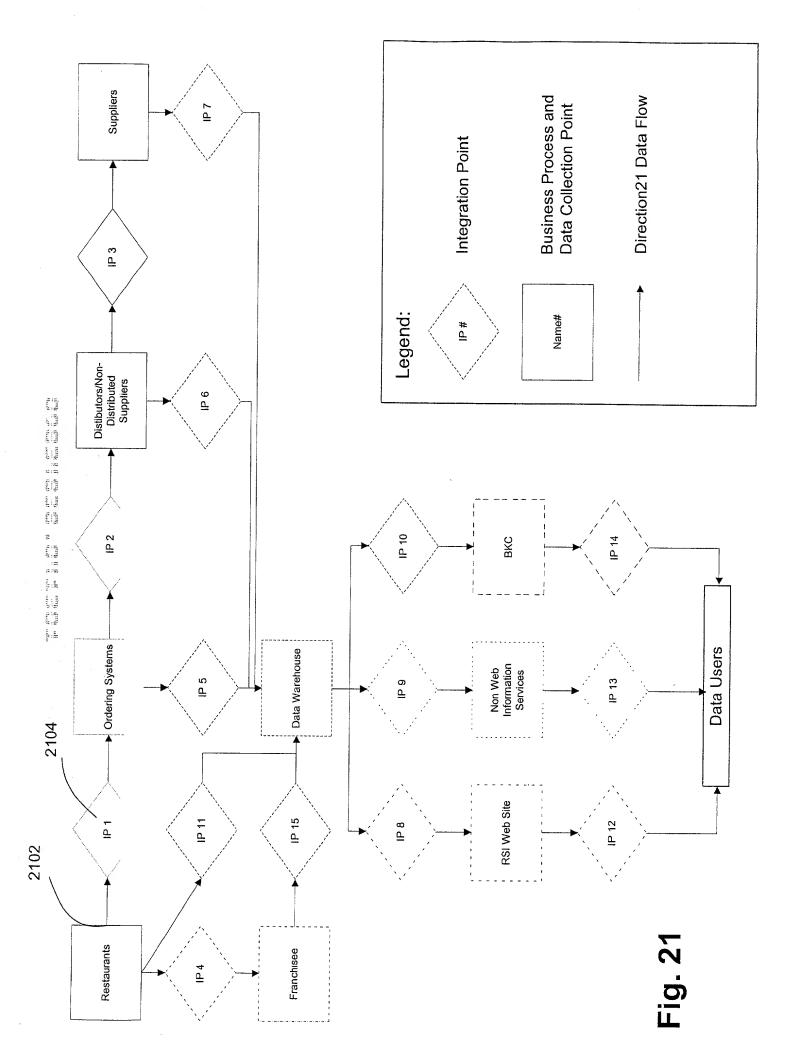
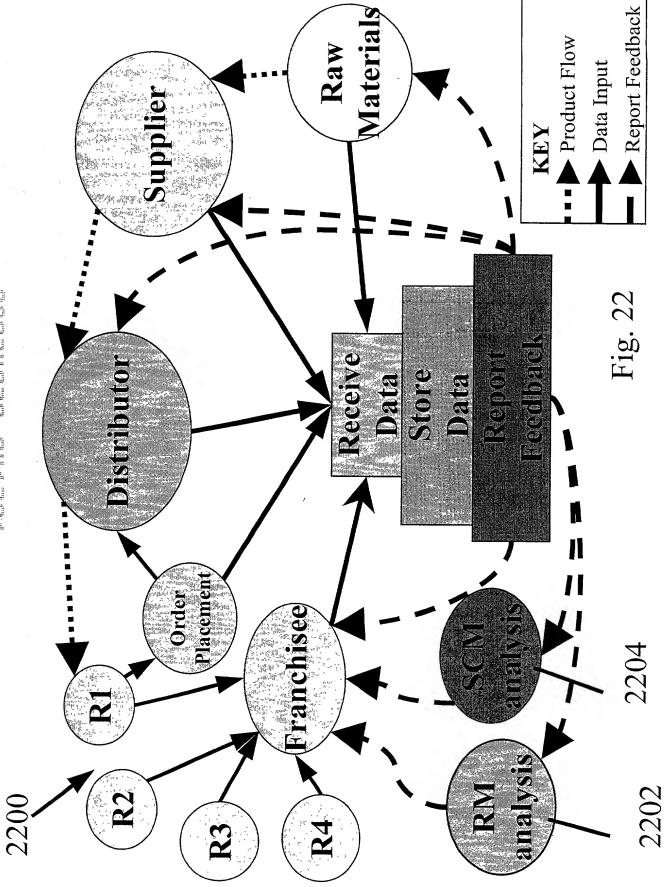


Fig. 20





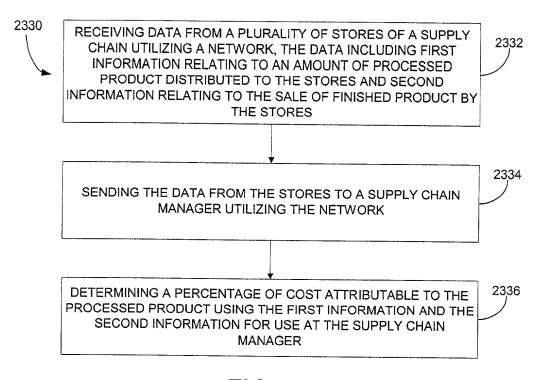
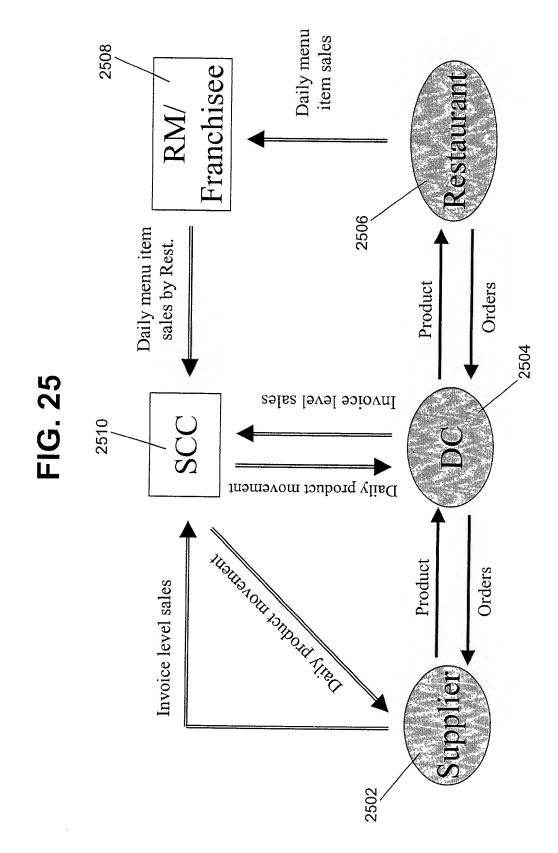


FIG. 23

sales (Corp Rest Only) Daily menu item Total menu item sales Orders Product gross purchases by DC by item # 2410 2) Monthly gross purchases I) Monthly Oxered Sales laval Solowith Project on String the Solowith String on Solowith String Solowith String Solowith String Solowith String Solowith Solow Product Orders

FIG. 24



			i i i i i i i i i i i i i i i i i i i	ii adi muti ifreji adi. U mbu mati dani adha	A H H H H H H H H H H H H H H H H H H H	B Seath in Array.	then there than It it there there there there is	A Think shall	u are area i imit ipaji							
2600					Щ	FIG. 26	26	40								
*	2602					ales F	oreca	ist W	Sales Forecast Worksheet - System	eet - S	ysten				2604	
Week	ģ	05	9-W	W-5	W-4	W.3	W.2	<u> </u>	W+1	CT/M	VA.1.2	O I	Sast	9779	6	7
GRP's  Ntn'l Marketing Theme Advertising Score Local Considerations Competition Index Weather Index Seasonality Index							4					<b>4</b> 4	0 2	9	3	-
Sales History/Forecast Total (\$/store)	/store)															
   Key Products by Menu Item (units/day/store)	 s/day/stc 	re)														
WHOPPERS WHOPPERS W/CHEESE YWVM WHOPPERS etc	437 208 805	327 172 723	203 143 701	207 140 692	193 135 623	234 155 760	297 196 921	282 172 829	300 163 900	344 172 943	358 179 829	394 196 912	413 206 958	409 204 948	284 143 707	327 164 813
Key Products by Inventory Item (cases/day/store)	cases/da	y/store														1
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	9.9	8.0	9.8	8.9	9.5	10.1	9.5	10.4	110	10.8	7 9	0
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.5	0.2	0.3	0.2	0.2		0.2	0.3	0.3	0.3	0.2	0.2
Pickles - Pail	0. <del>L</del>	4.7	7.0 7.0	7.0	ر ي ر	7.7	2.8	2.5	2.7		2.7	5.9	3.7	3.0	2.2	2.5
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3		0.3	0. O	⊂ y. 4	y. − V. 0	<del>د.</del> ر	7.0
Ketchup- Bulk	1.9	1.6	1.4	4.	1.2	1.5	<del>1</del> .8	1.7	1.8		<del>6</del> <del>6</del> <del>8</del> <del>8</del>	2.0	2.1	2.0		2.5
Bun-Whopper 5" (dozen)		101.8	87.3	9.98	79.3	92.8	117.8	106.9	113.6		113.8	125.2	131.4	130.1	94.5 1	08.7
Lettuce - shredded Tomatoes	3.4 4. 4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2		3.2	3.5	3.7	3.7	2.7	3.1
Onions - sliced	4. ∠ ບໍ່ ກ	ς α ο	υ, c υ, c	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc	ς. 3	ς. Σ	υ. Σ	3.2	3.0	3.6	4 4:	4.0	4.3		4.3	4.7	<b>4</b> .9	4.9	3.5	4.1
								•								

#### FIG. 27

7.7% 165 857 6.5% 6.6% \$4,200 \$26,250 Total 209 46 26 137 8.0% 7.0% 9.0% 8.0% D+7 \$5,513 92 35 180 275 14.0% 16.3% 16.0% 19.0% <u>Ф</u> \$3,675 4 5 23 5 5 13.3% 183 13.0% 16.0% D+5 \$3,413 4.0% 170 4.0% 4.3% 37 21 111 5.0% 4 \$3,413 37 21 1.0% 1.0% 1.0% 1.0% 11 D+3 \$3,150 ¥ 8 5 4.0% 3.3% 3.0% 3.0% 157 D+2 Promotional Monitor - System & Regional \$2,888 25 <del>2</del> 48 <del>1</del>44 1.0% 2.1% 3.0% 7 \$23,450 269 162 813 1,244 -4.6% -5.8% -1.9% -4.1% W-1 \$23,250 -24.5% -23.4% 148 1,090 -22.5% -23.2% ₩2 Variance from Expected (Highlighed Areas are Outside of Expected Range) Menu Item Sales for Key Productsfunits/restaurant/week) -9.8% -8.4% **%9**′6-\$23,000 \$23,500 142 629 1,032 211 -10.7% ₩3 215 146 8.1% 669 1,060 11.4% 12.2% 10.6% W4 WHOPPERS W/CHEESE WHOPPERS W/CHEESE YWWM WHOPPERS YWWM WHOPPERS WHOPPERS WHOPPERS Total Sales(\$/Store) Whopper Total Whopper Total Whopper Whopper

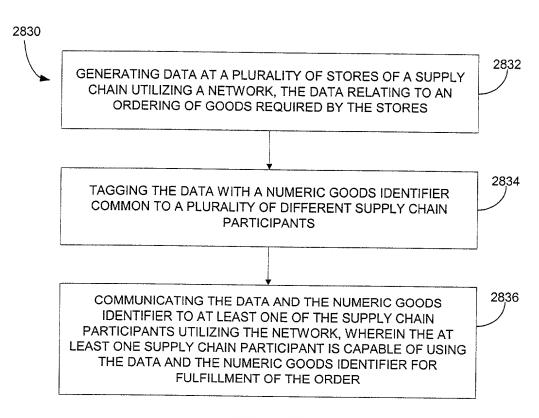


FIG. 28

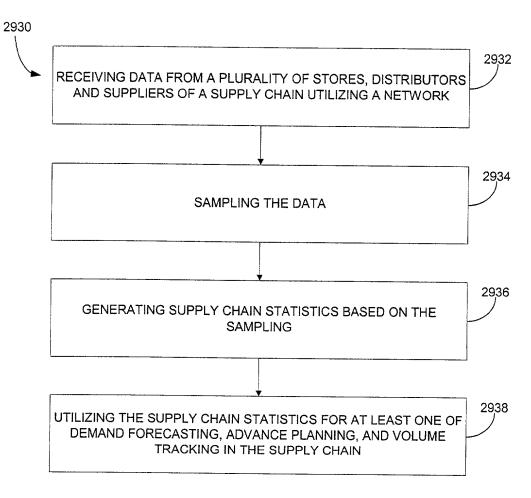


FIG. 29

Total Operations Overlooked and Not Returned 0.00% Short on Truck 284 0.43% 3000 %60.0 MisPicks 68 0.10% Damages Jun-00 65712 154 0.23% Warehouse Outs Distribution Center: Alliant Topeka Cases: Time Period (Month/Yr). Total Cases Ordered: Percent **Delivery Order Fill Rate** Operations: 3002

568 0.86%

1060

Total Purchasing

Purchasing:

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	
Cases:	066	70		1
Percent:	1.51%	0.11%	0.00%	1
				1
Distribution Center Total:	Cases	Percent		
Operations:	568	0.86%		
Purchasing:	1060	1.61%		
Grand Total:	1628	2.48%		

97.52% Delivery Order Fill Rate:

# **On-Time Delivery Rate**

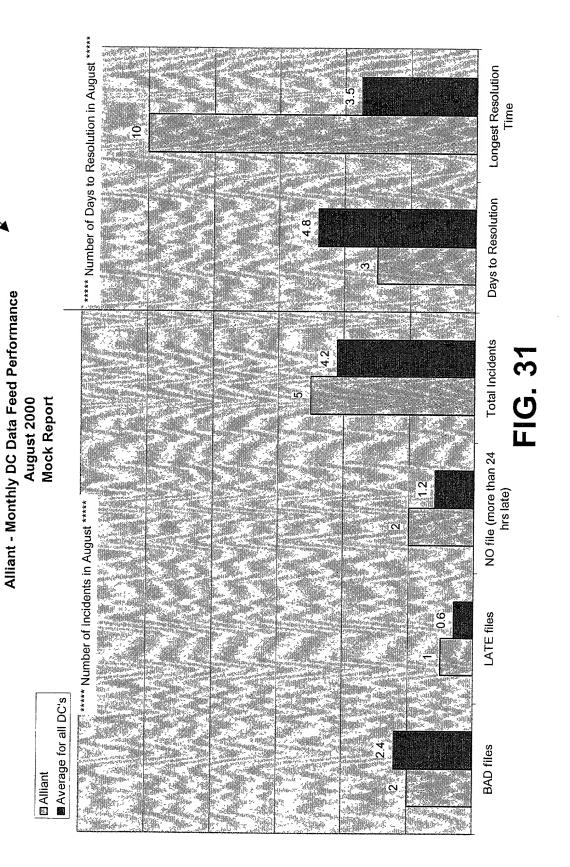
0.00%	On-Time Delivery Rate:
	# of On-Time Deliveries:
1232	Total # of Deliveries:

### Perfect Order Rate

58.85%	Perfect Order Rate:
725	Total # of Perfect Orders:
1232	Total # of Deliveries:

FIG. 30

3100





### Service Level Reporting August

	T. C. Hills		
	FIII Kate	On - IIme	Perfect Order
Alliant-Paducah	99.14%	%90:06	
Alliant-Topeka			
Alliant Wixom	99.02%	98,71%	
King-Atlanta	99.34%	92.91%	78.70%
King-Jacksonville	99.66%	96.56%	80.90%
King-Louisville	88.78%	94,53%	86.98%
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland 💎 💮			
Maines Long Island	99.41%		
Maines New England 💎 🐑	99.68%		79.83%
MBM Fullerton	99,13%	94.15%	i0/AIQ#
MBM Lewisville	99.51%	92.88%	#DIV/0i
MBM Orlando	99.76%	%09.86	#DIV/0i
MBM Rocky Mount	99,13%	92.46%	#DI//0i
McCabe's	%08.66	83.72%	96.84%
McLane Lubbock	i0//\lq#	#DIV/0I	#DIV/0i
Nicholas & Co.	9,09:66	96.04%	85.37%
PFD Supply	99.16%	90.79%	80.12%
PFG Victoria	99 42%	#DIV/0i	
PYA/Monarch	99.20%	%67.76	
Reinhart-Cedar Rapids 🐇 👢	%50.66	98.65%	
Reinhart-Oak Creek	99.31%	93.69%	
Reinhart-Rogers	%05'66	95.49%	
Restaurants NW	%60.66	%20.66	80.47%
Shamrock Commerce City	99:54%	94:88%	85.13%
Shamrock Phoenix	98.81%	93.88%	
Sygma Harrisburg	%69'66		82,88%
Sygma Stockton	99,69%		
Sysco	99:68%	100:00%	82.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	%05'86	%00.06	78.00%
RSI Min	%05.66	%00.06	%00.08

OK Didn't meet RSI Min. Didn't meet BK Min

FIG. 32

Vendor:

XYZ Company

3300

Time Period:

Aug-00

3300

## Delivery Statistics:

On-Time Delivery Percentage DC Adherence to Lead-Time DC Requested Lead-Time Hours Delivery Late Days Delivery Late

Invoice, Payment and Pricing:

4	%56	1.7	%56	0.93

# Inventory Management:

Average Days On Hand Max Days On Hand SKU#1 SKU#2

19

40
----

SKU#1 SKU #2

#### Monthly Carrying Cost SKU#1

Average as % FOB SKU#2

> 3,594 33,746

Monthly Freight Variance Monthly Total Variance

Monthly FOB Variance

Days for Payment

30,152

13	589	
42,5	12,5	.25%
ક	&	1

### Invoice Accuracy:

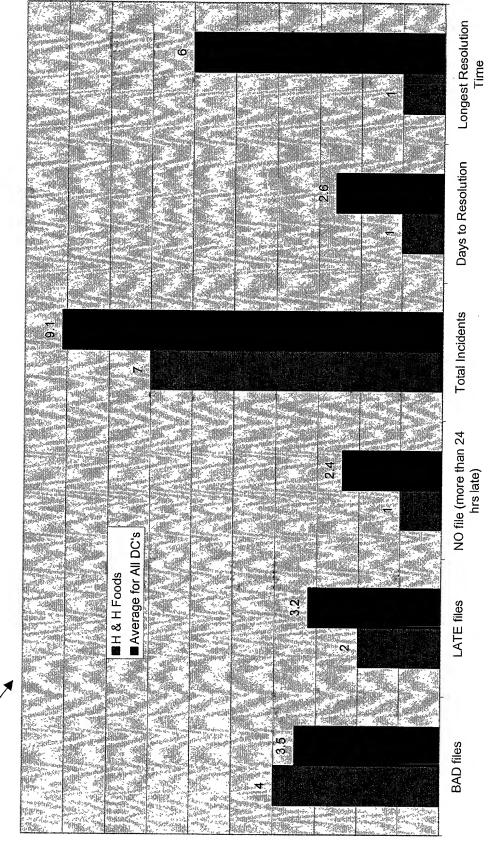
Perfect Order Percentage PO Accepted Rate Invoice Fill Rate

97.25%	%00.ee	92.34%

#### FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance

August 2000 Mock Report



### FIG. 35

# Service Level Reporting November - Mock Report

er Monthly Carrying	e % Invoice FOB	2,33%	70 kP G		2 18%	1 94%	1.50%		1.25%		100 F		L-BU/A			2,440%	251%		2.06%		1.55%	2.20%	70,000	1,004 70,		%80 C
	Overcharge Percentage	\$1.904 \$2.981	\$0	\$3,700	\$0		. \$0	80	\$0		LIA UA	%9 BO	N CANC	8.0			84.8%	. 93.4%			93.5%	98.3%		.80	\$3,428	33.3%
		GOODIES COMARK INSTRUMENTS INC	WHITEFORD FOODS, INC.	LEPAGE BAKERY / COUNTRY KITCHE	NCR-SYSTEMEDIA	SIGNATURE MEATS GROUP	SCHWEBEL'S BAKING CO	MAULCUP	NIKA PLASI ICS	DANE ENCERCE & PACKAGING NOR-LAKE INC	RATING COME	FRESH ADVANTAGE KC	SILVER KING - MN - CORP	TYSON FOODS	READY ACCESS	SEORGIA PACIFIC TISSUE	©LOUGHERTY PACKING	BEVERAGE:- AIR	COMPONENT HARDWARE GROUP, INC.	TOASTMASTED	SUUS		TAYLOR FARMS	MODULAR DISPENSING SYSTEM	GENTURY PRODUCTS, LLC	ROSE PACKING COMPANY

	Monthly Total	Perfect Order	Monthly Carrying
	Overcharge	Percentage	% Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK Didn't meet RSI Min.

3600

## Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b> Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	99.92
Variance Good/(Bad)		0.59	0:30						
Total Dollar Purchases (in Millions) /2	in Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%						

/1 Includes on food cost index items. /2 Based on FY 99 Sales Volumes

FIG. 36

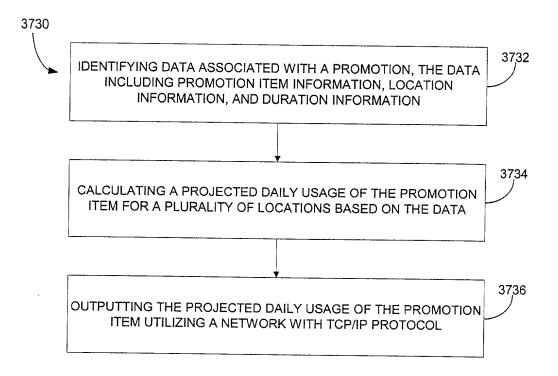


FIG. 37

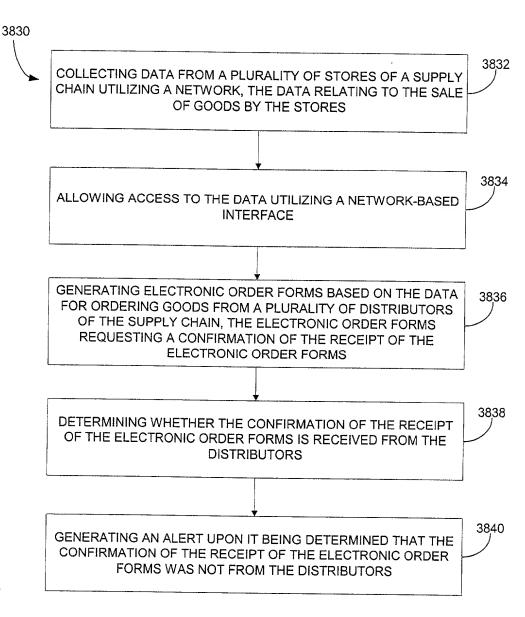


FIG. 38

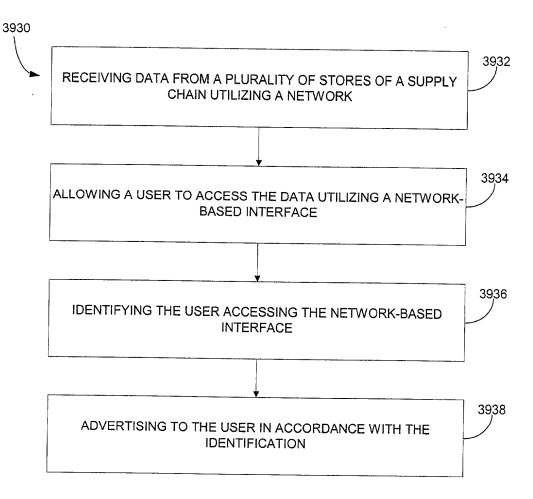


FIG. 39

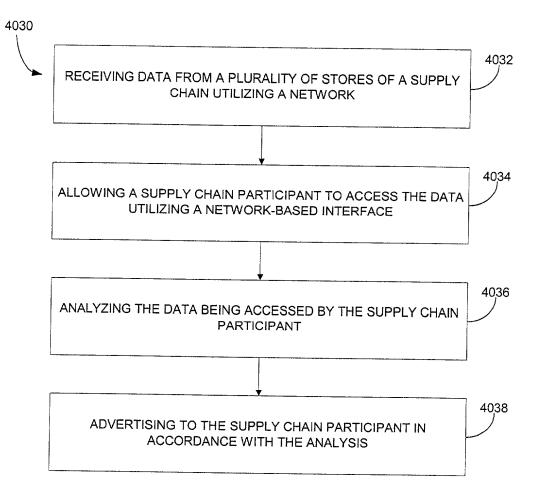


FIG. 40

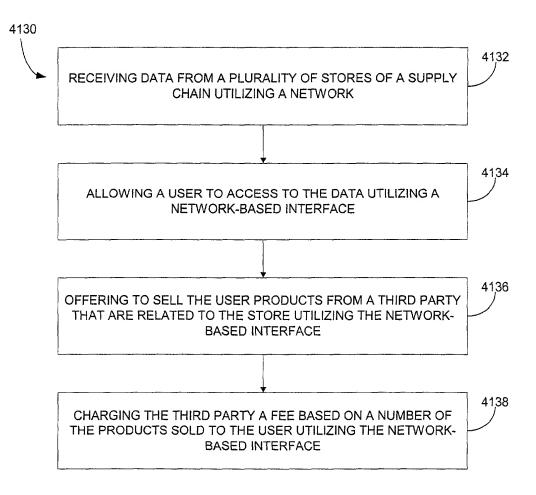


FIG. 41

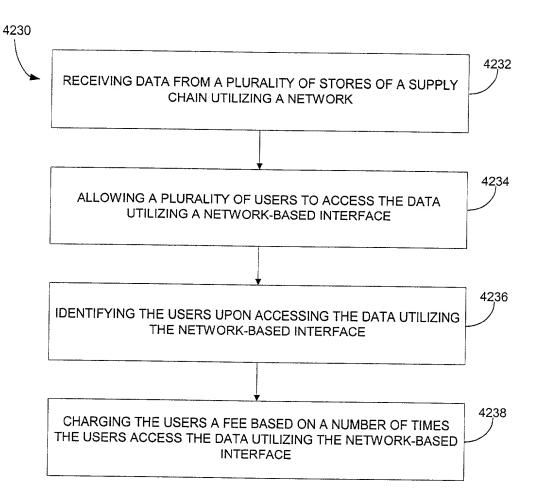
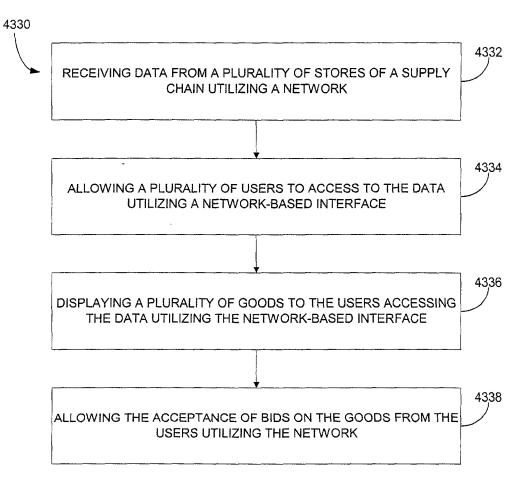


FIG. 42



**FIG. 43A** 

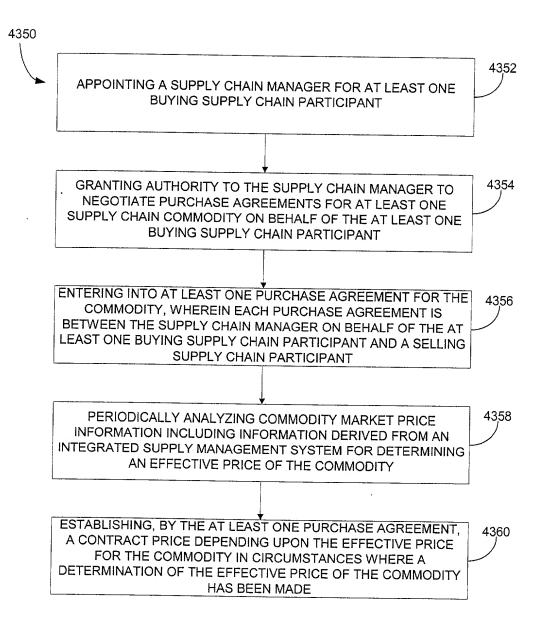


FIG. 43B

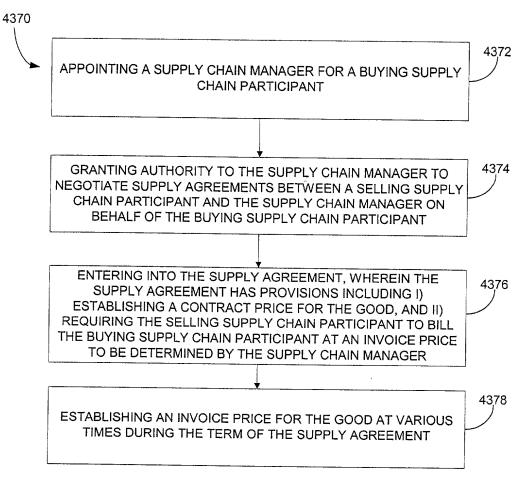


FIG. 43C

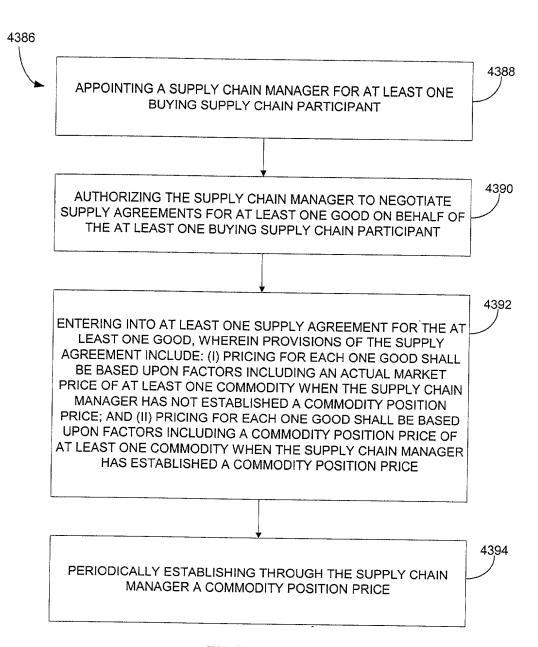


FIG. 43D

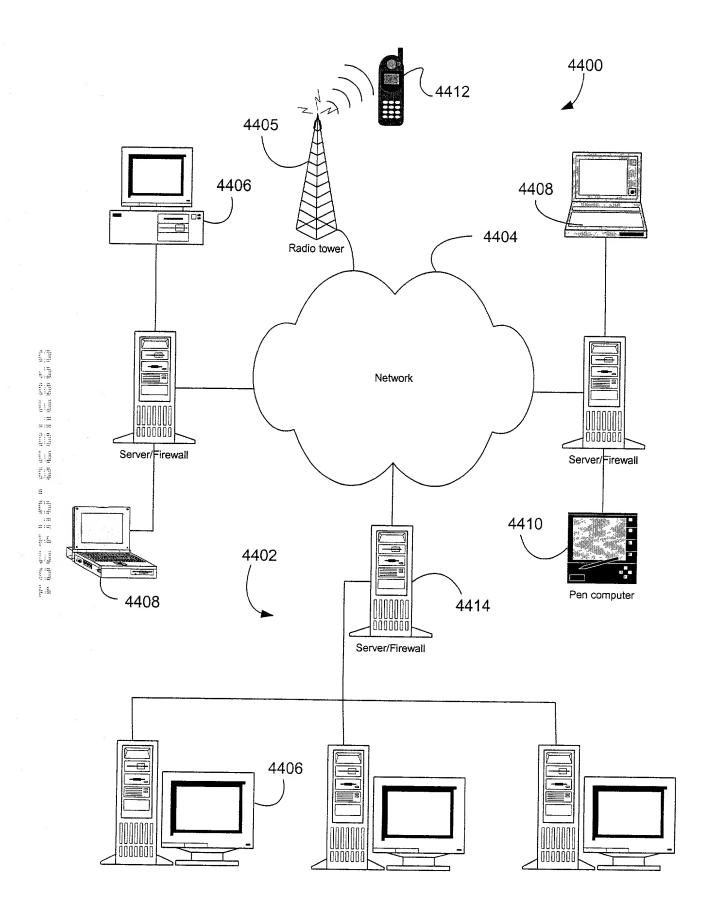


FIG. 44

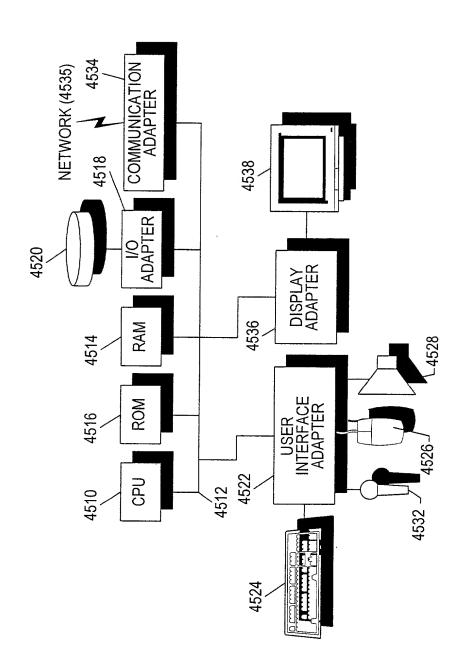


FIG. 45

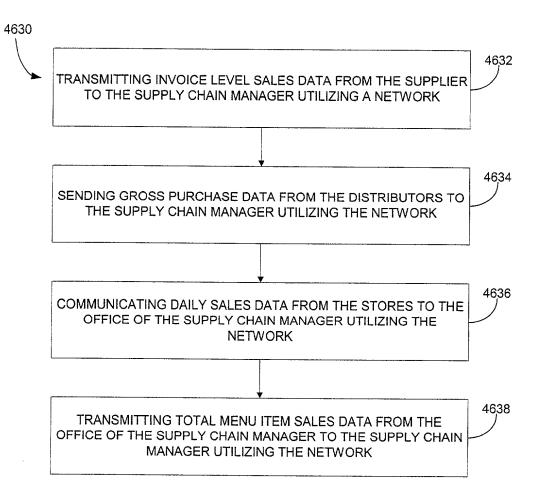


FIG. 46

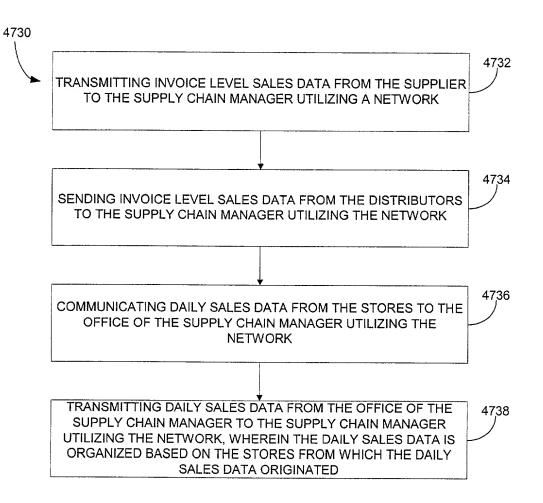


FIG. 47

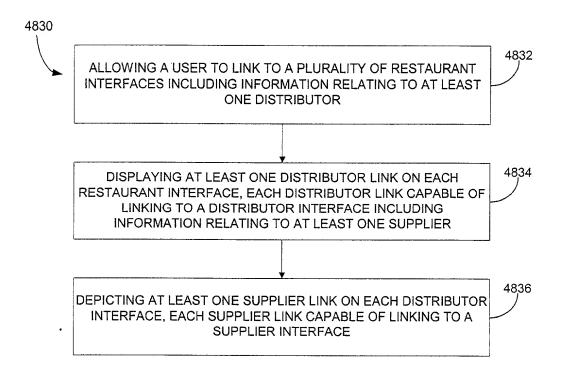


FIG. 48

4900 BURGER KING® System Independent Purchasing & Dishibution Service Co.op
User Name
Passwold

A Passwold THE PROPERTY OF THE PARTY OF TH Enter Site which is the second of the second Corporation, food and packaging suppliers, marketing agencies, RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of providers to streamline and improve the supply chain efficiency equipment,"distribution and related services on behalf of more BURGER KING restaurants to achieve favorable contracts for franchisees, elected by region, one Burger King Corporation Franchisee Association. The cooperative maintains a close Restaurant Services, Inc. (RSI) is an independent memberfood, packaging, premiums, promotion products, supplies, representative and one member appointed by the Minority RSI's Board of Directors is comprised of BURGER KING equipment vendors, distributors and information systems owned purchasing cooperative serving BURGER KING® respective roles and responsibilities outlined in a formal working relationship with Burger King Corporation, with RSI works closely with restaurant owners, Burger King Restaurant Services, Inc. 4904 restaurant owners in the United States. than 8,300 restaurants. Operating Agreement. Restaurant Services, Inc. - Microsoft Internet Explorer About RSI franchisee Address (2) http://www.rsiweb.com/home/index.asp Elle Edit View Favorites Jools Heb 4902 NFA link Contact Information General Information Legal Information More About RSI Map/Directions **BKC link** 

FIG. 49

5002 REMINDER BK Cravers Menu items will continue to be offered after national advertising ends November 5 5012 contracts - the basis for the price paid The Distributor's costs for products that are purchased under RSI Terms and conditions of usage and by the restaurants for distribution Legal Information 5008 Privacy Statement. Welcome Franchisee User Tuesday October 24, 2000 Landed Cost Reports the total day out it that and that services. Contains electronic version of the RSI Technology Guide to the P.O.S. The Linds then also is a sheet its 5006 5010 Edit your personal information. \$2000 Restaurant Services, Inc. All Rights Reserved. Personal Info POS/BOH System Change Password Edit Personal Info Franchisee Systems. Redbook Address (2) http://www.rsiweb.com/home/start.asp More Took Help Yiew Member OLOGOUT 

FIG. 50

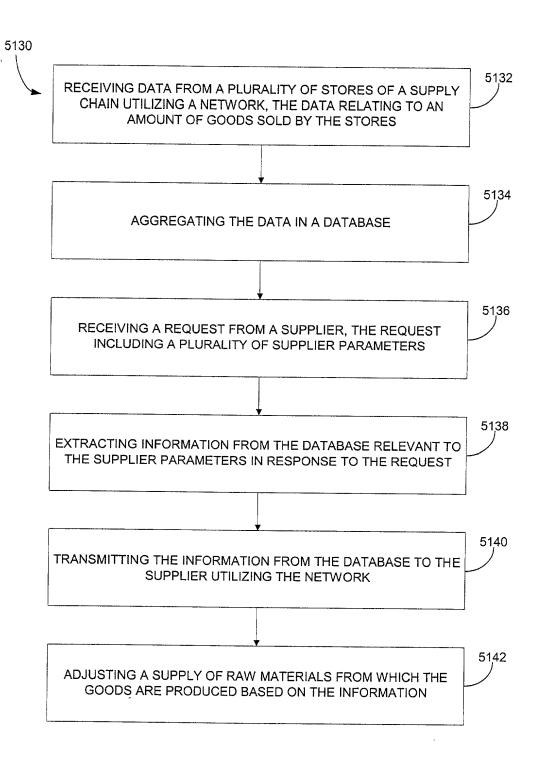


FIG. 51

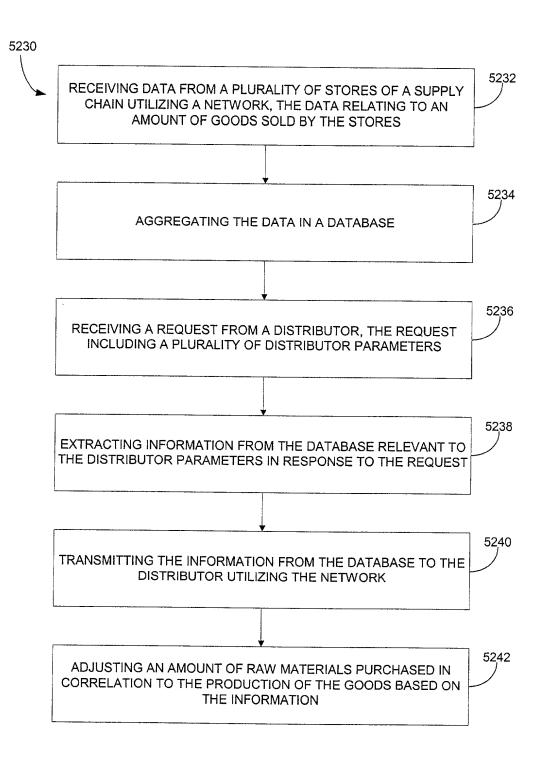


FIG. 52

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FIG. 53

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FIG. 54

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FIG. 55

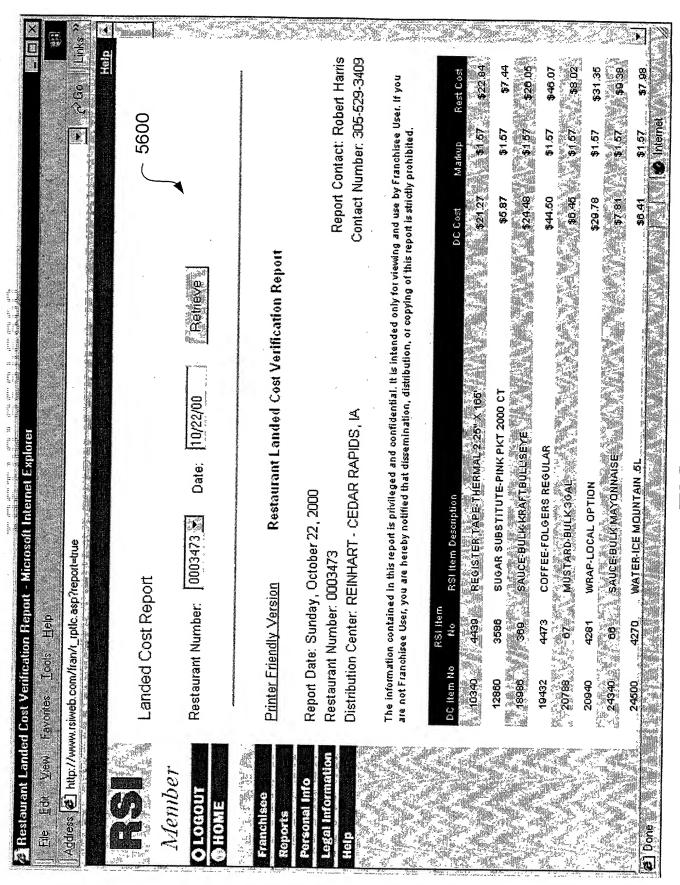


FIG. 56

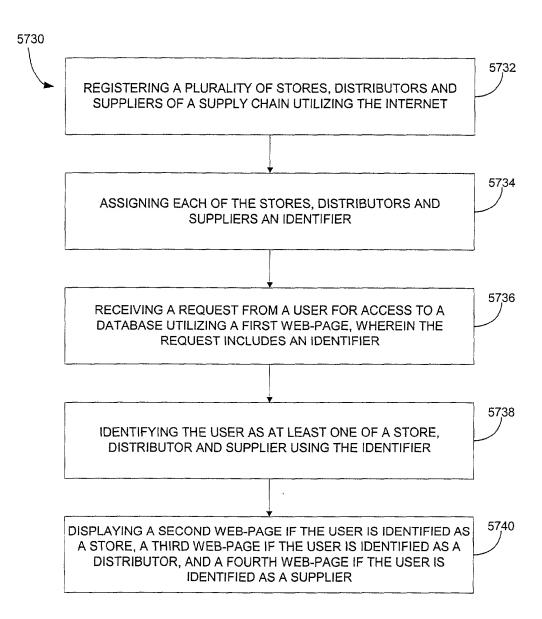


FIG. 57

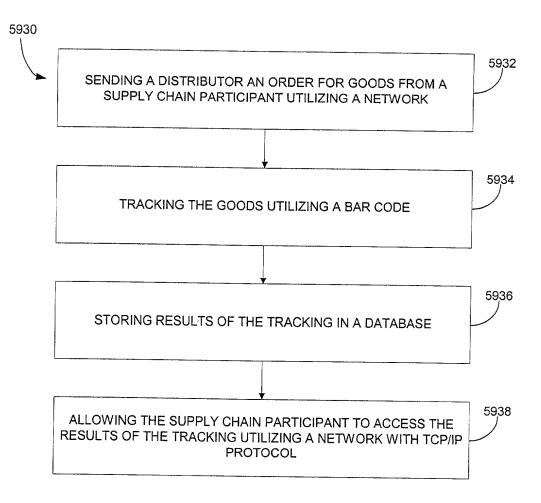
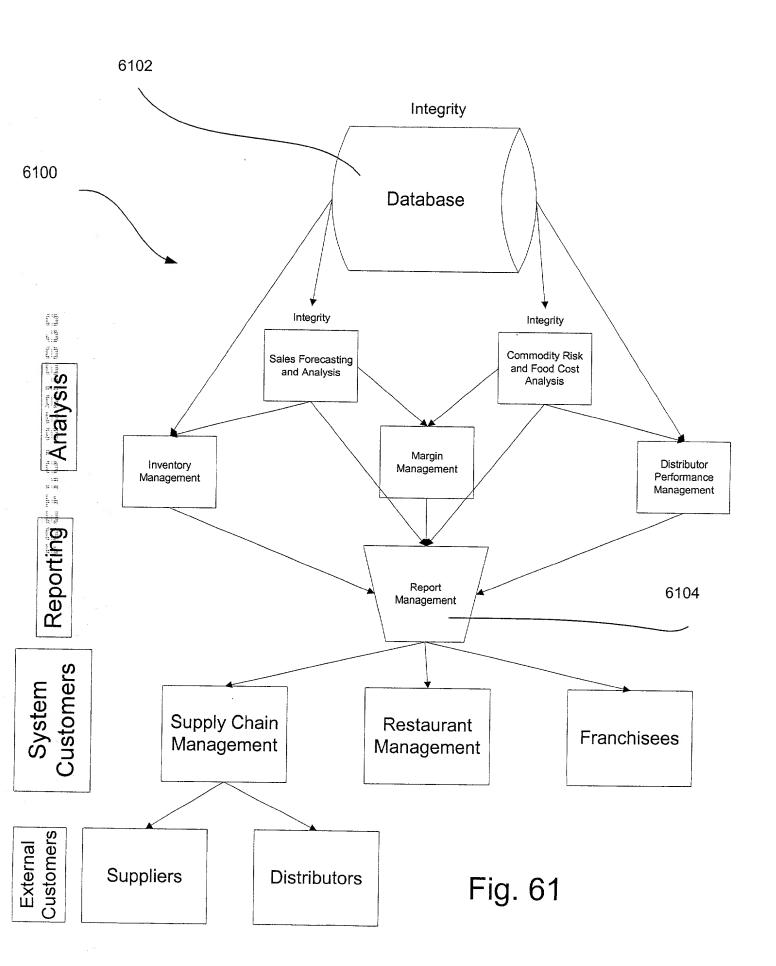


FIG. 59

Fig. 60



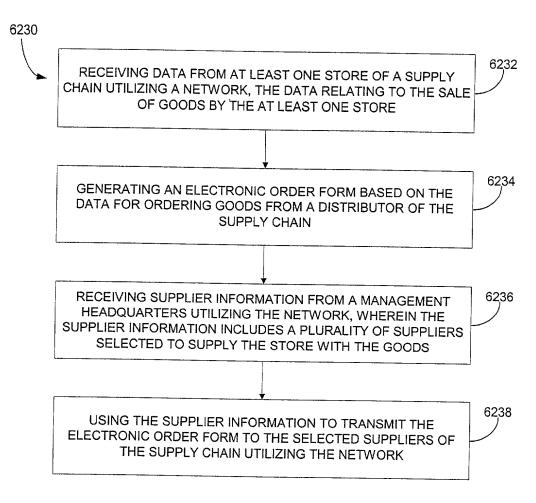
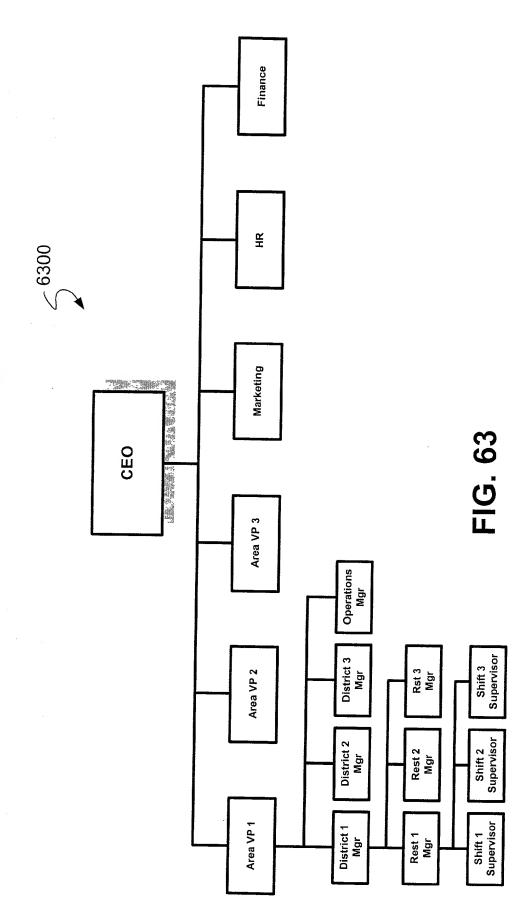


FIG. 62



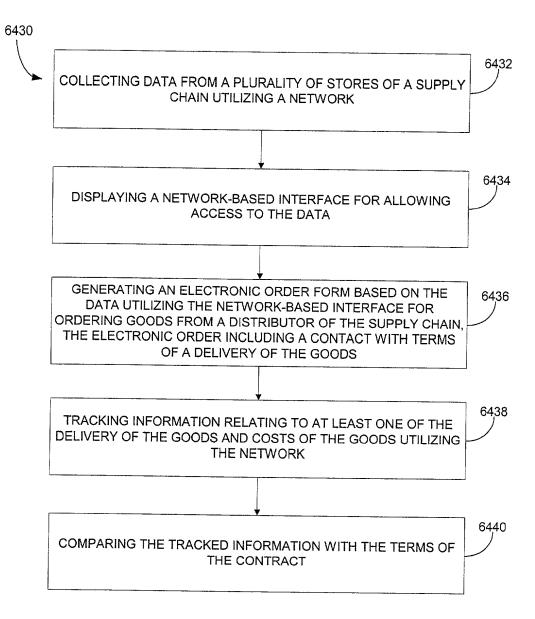


FIG. 64

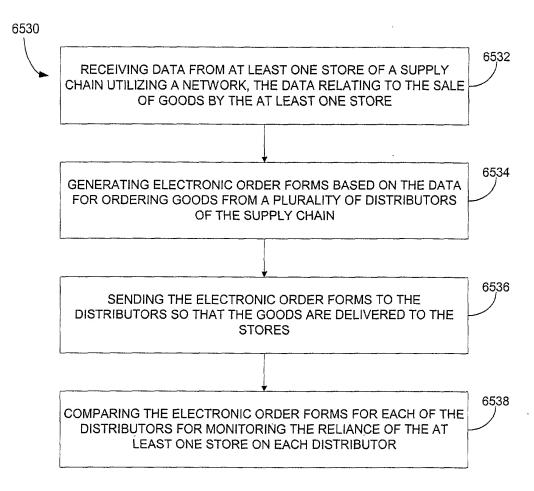


FIG. 65

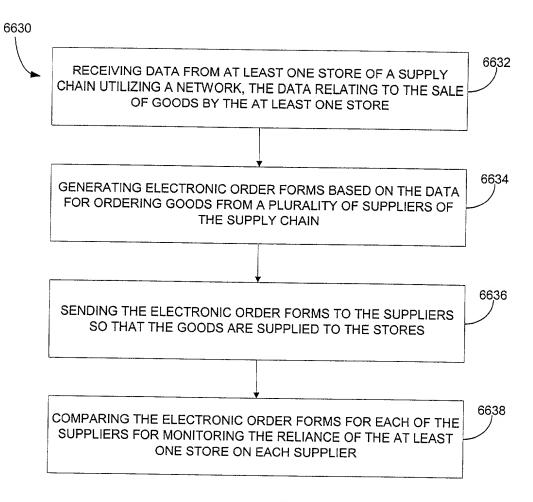


FIG. 66

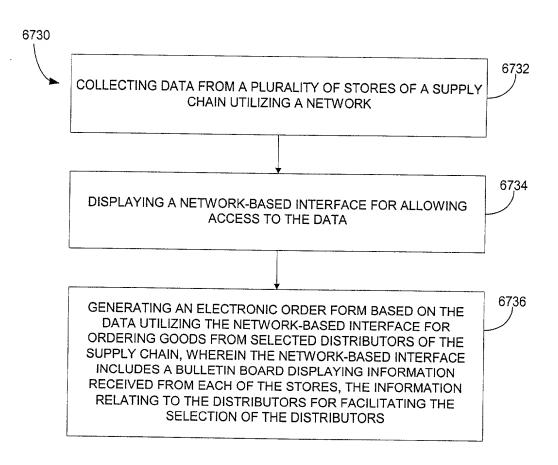


FIG. 67

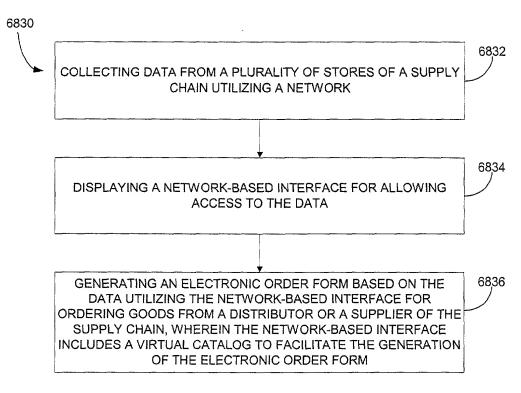


FIG. 68

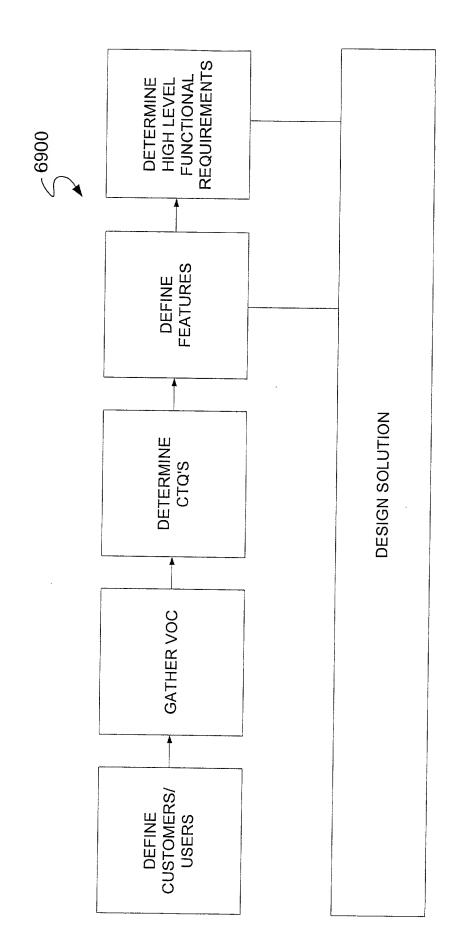


FIG. 69

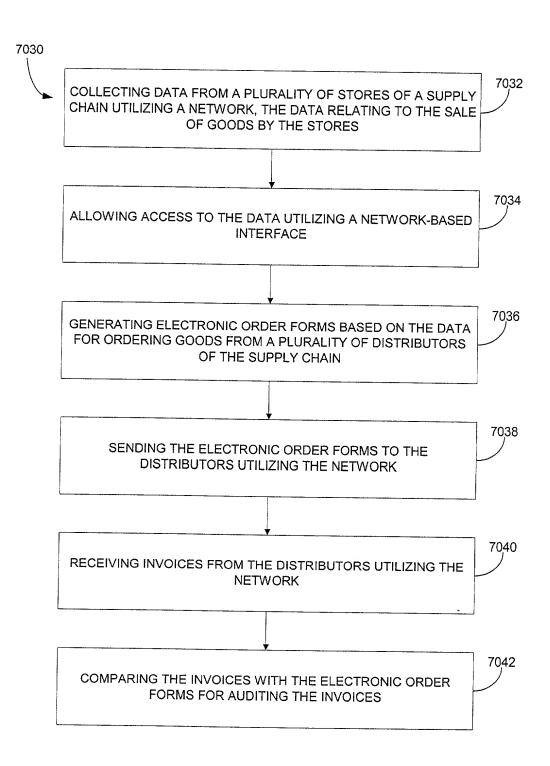


FIG. 70

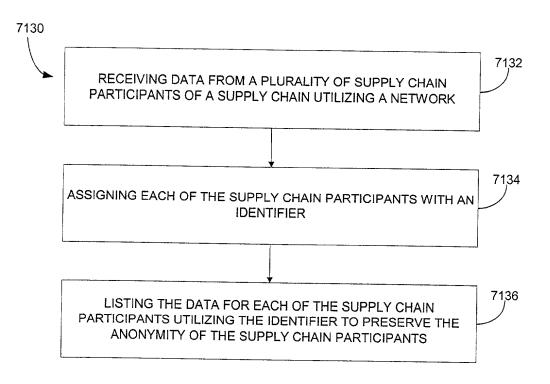


FIG. 71

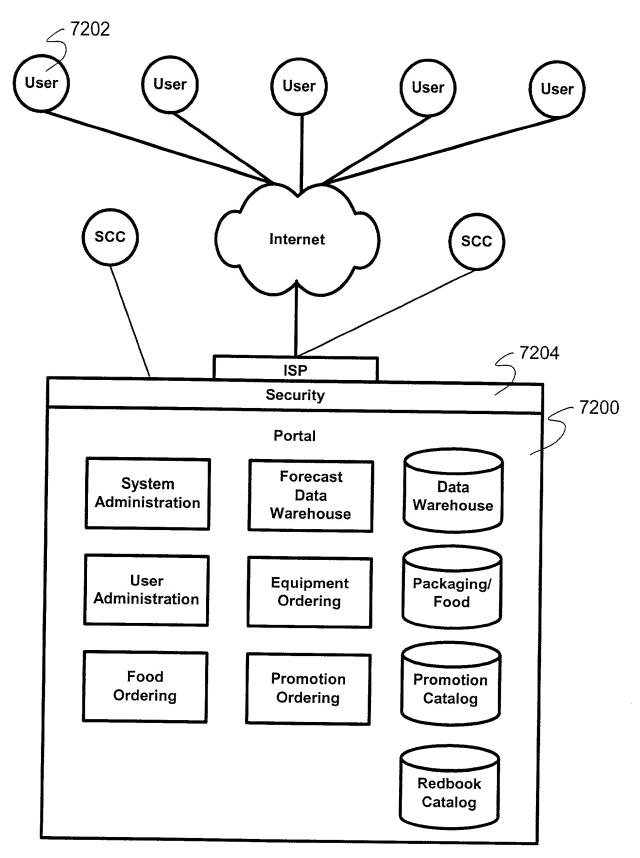


FIG. 72

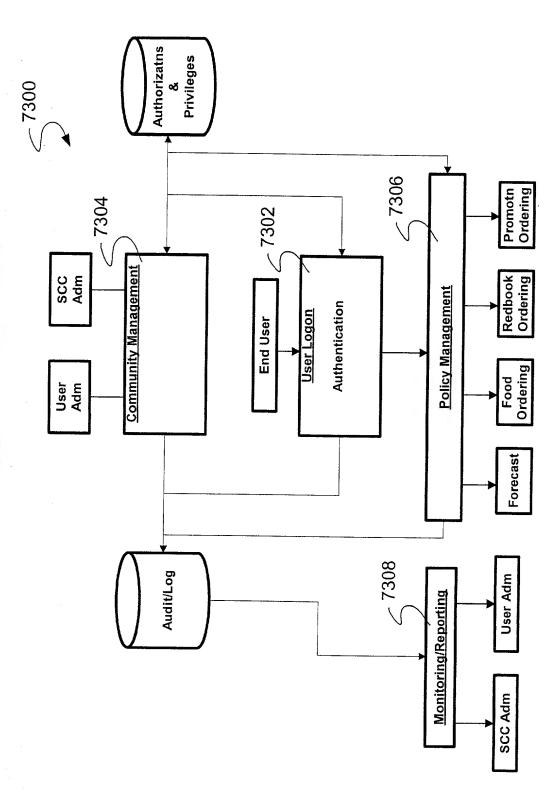


FIG. 73

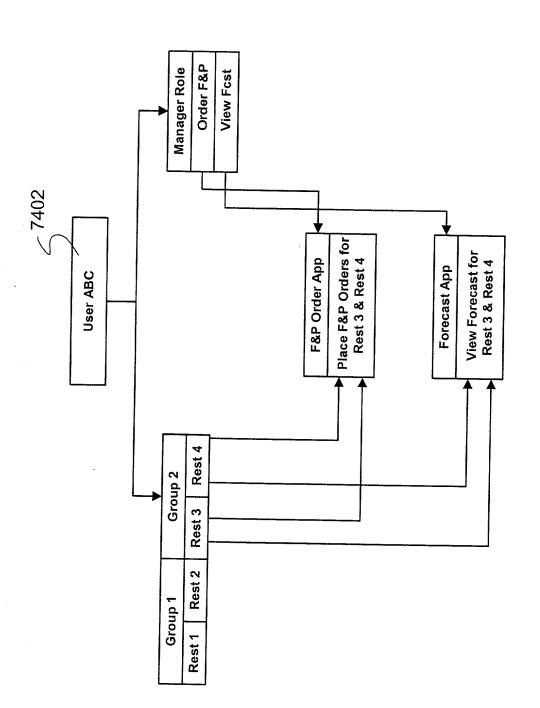


FIG. 74

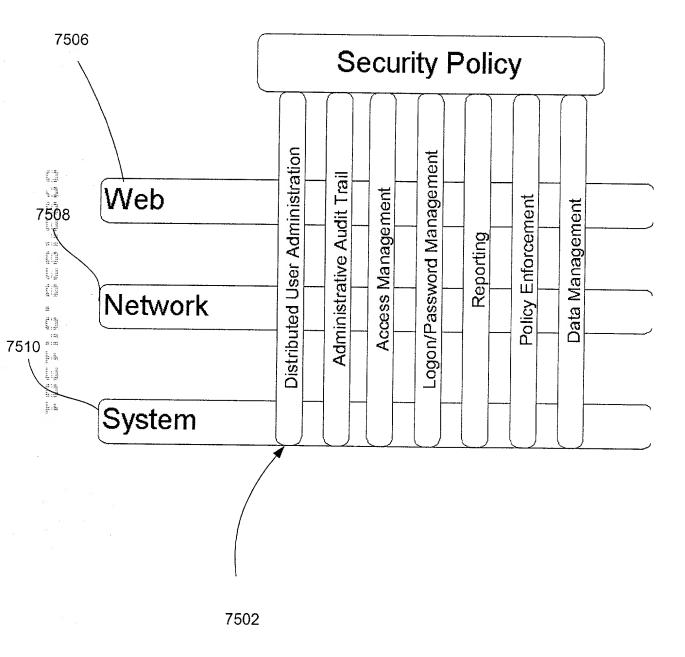
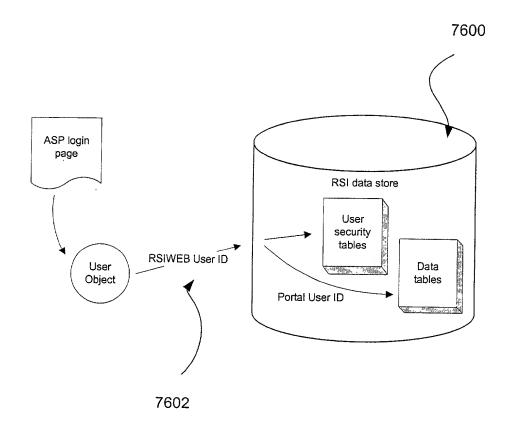


Fig. 75



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Fig. 76

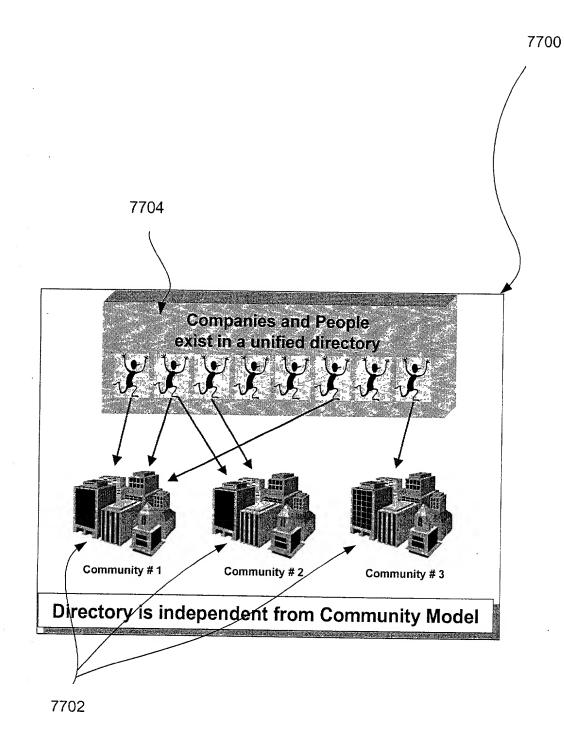


Fig. 77

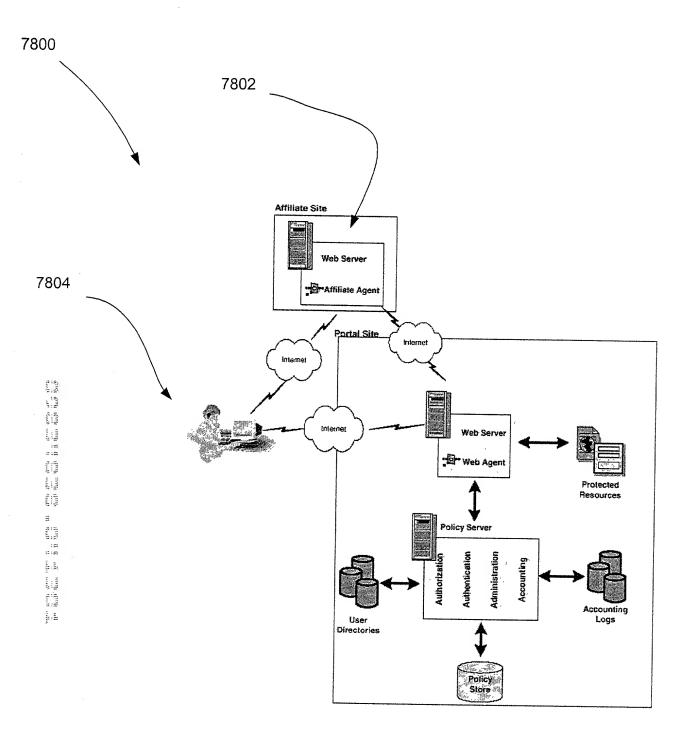


Fig. 78

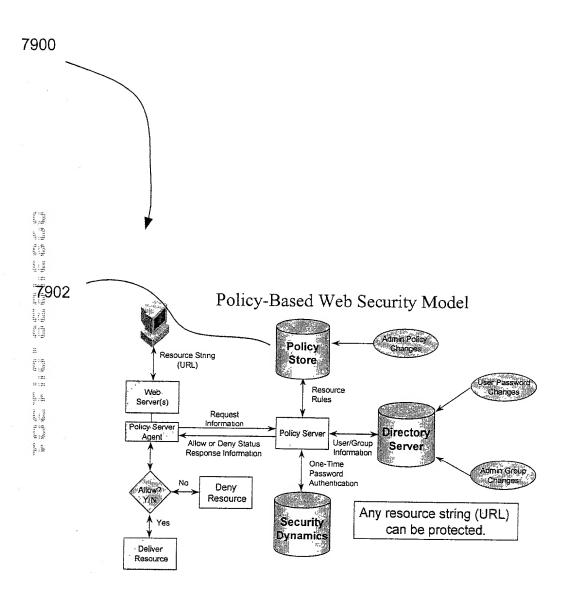


Fig. 79

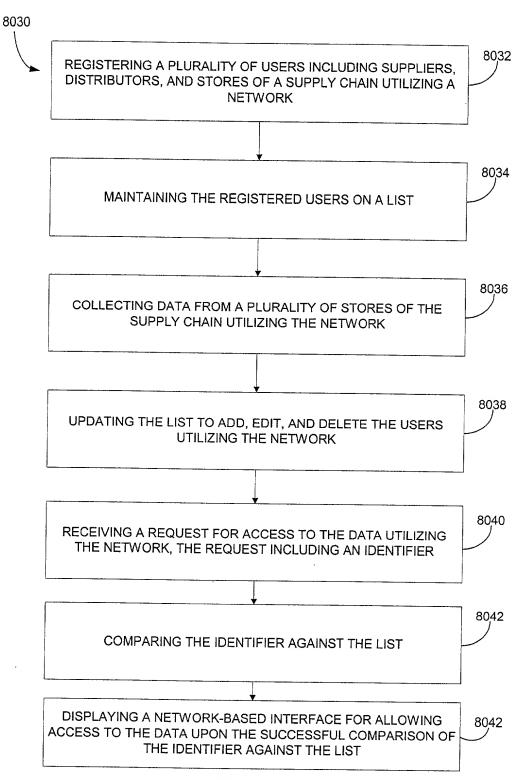


FIG. 80



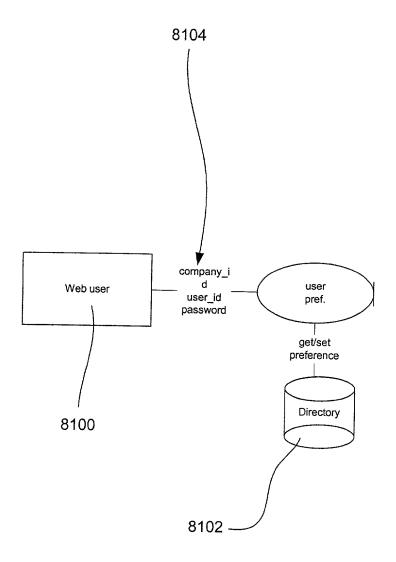


Fig. 81

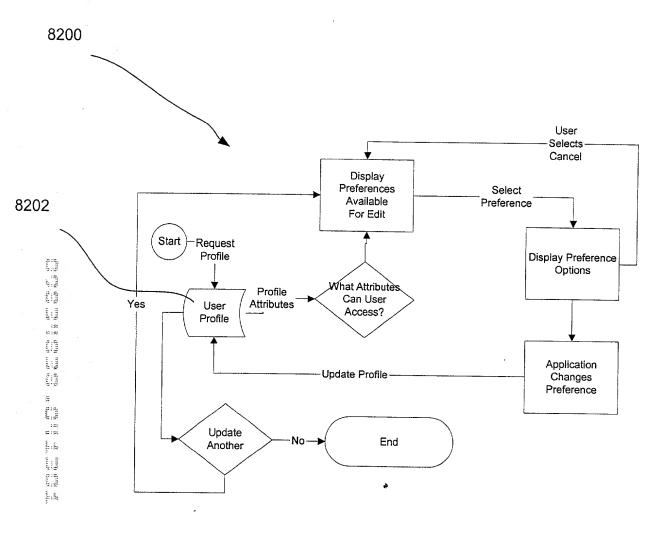


Fig. 82

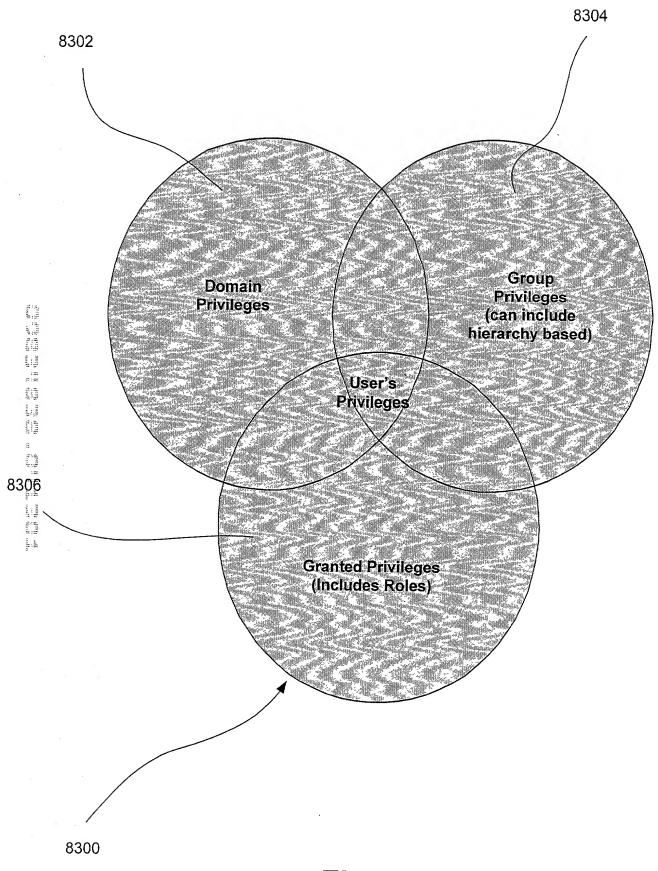


Fig. 83

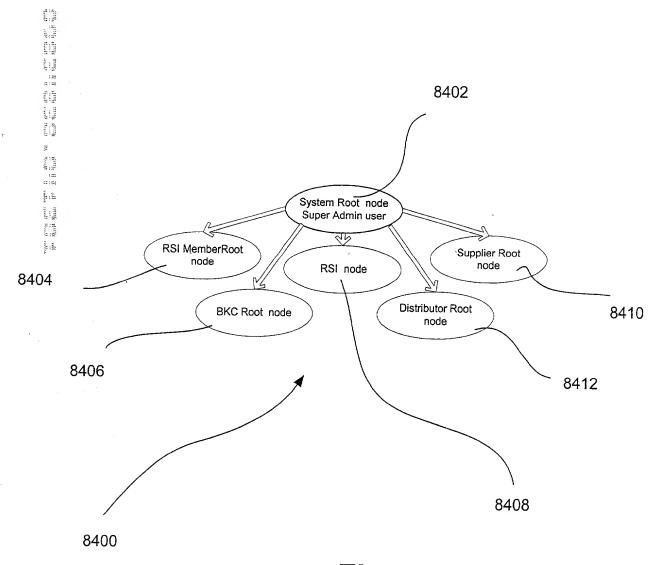


Fig. 84

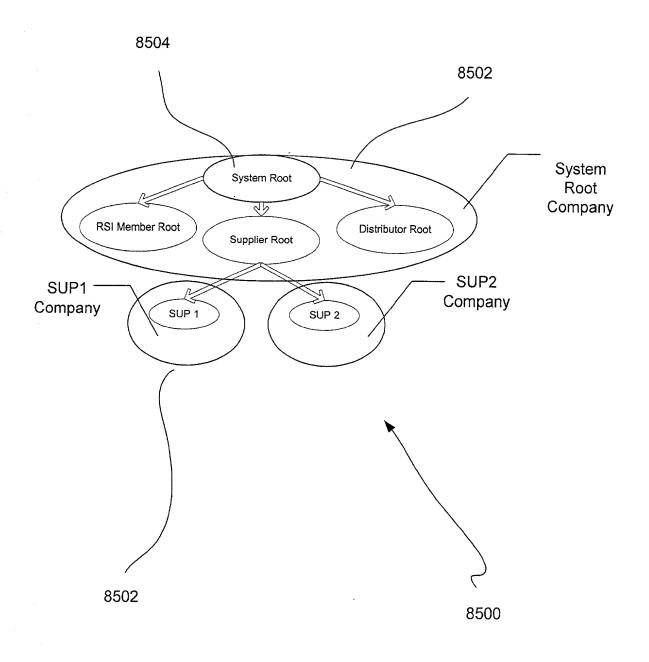


Fig. 85

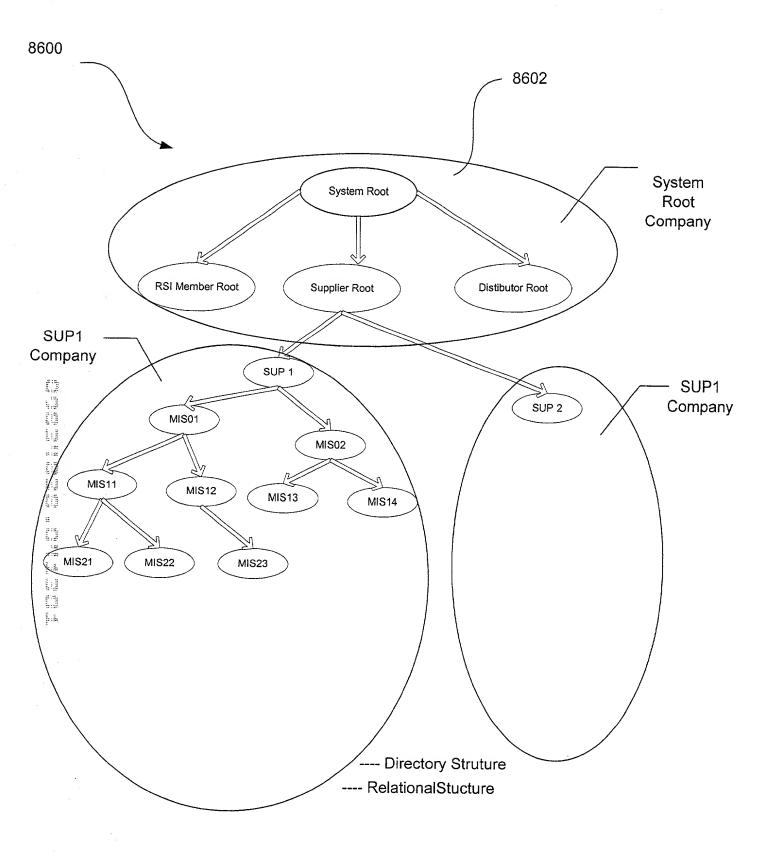


Fig. 86

Fig. 87

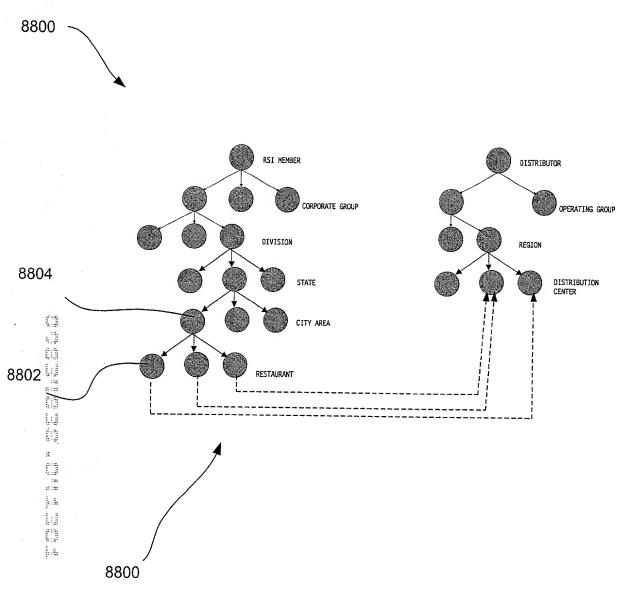


Fig. 88



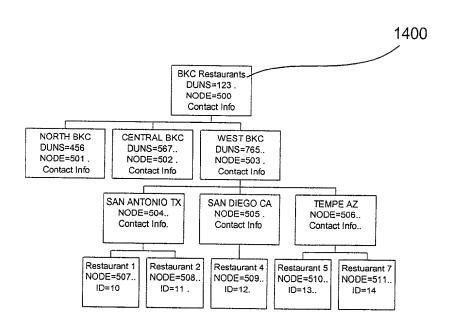


Fig. 89



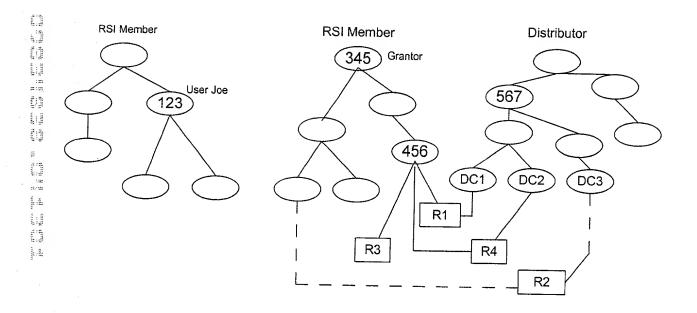


FIG. 90

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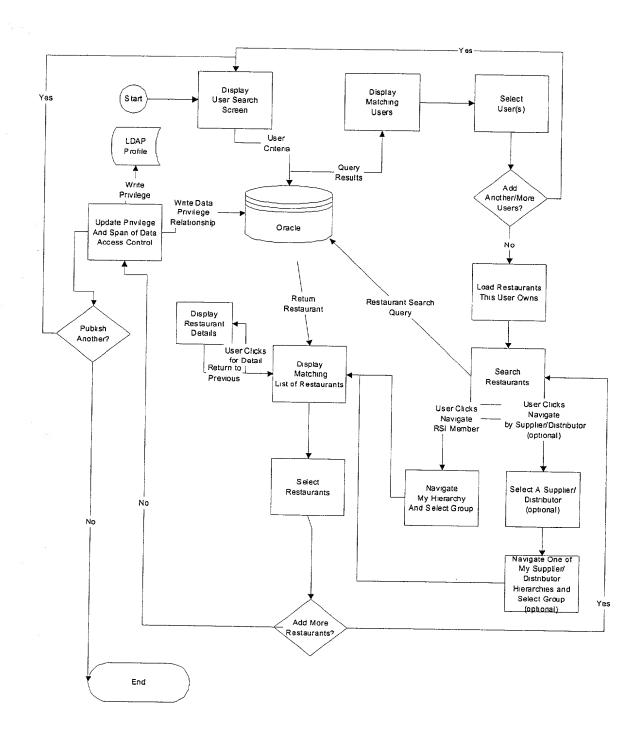


Fig. 91

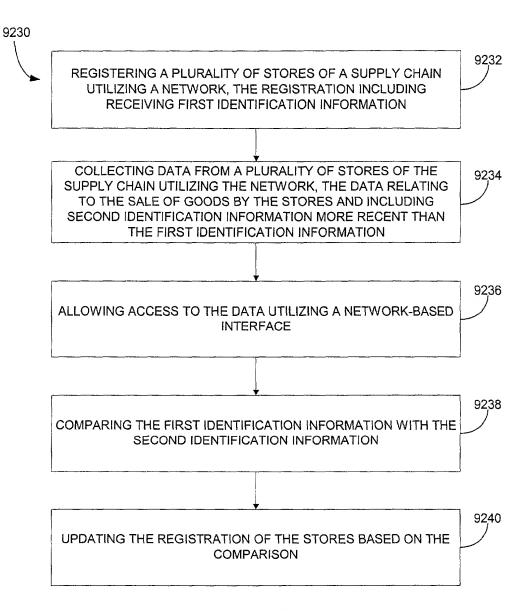


FIG. 92

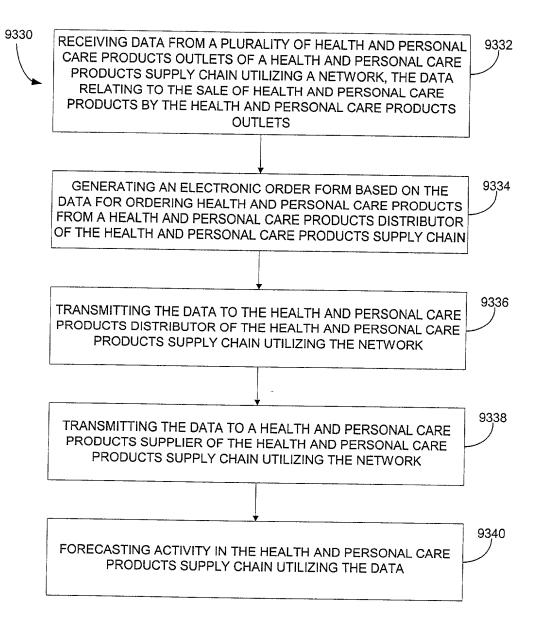


FIG. 93

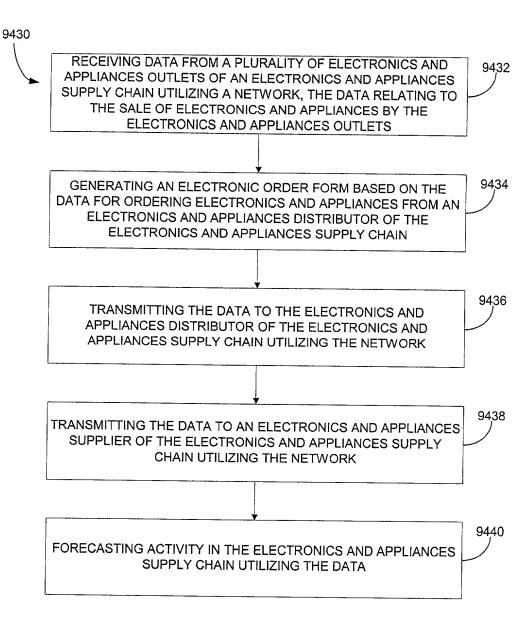


FIG. 94

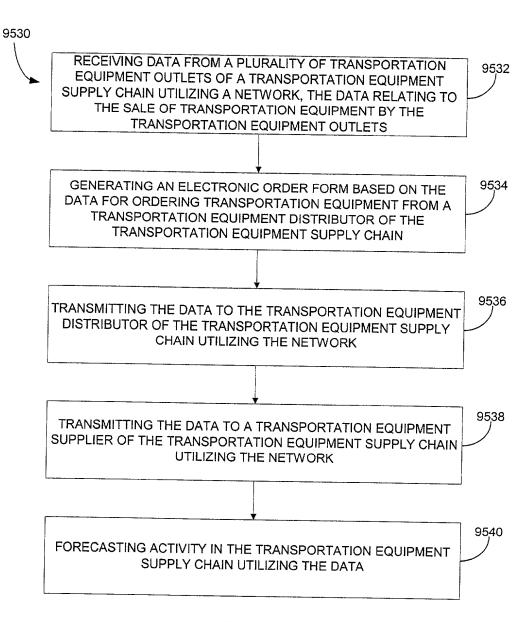


FIG. 95

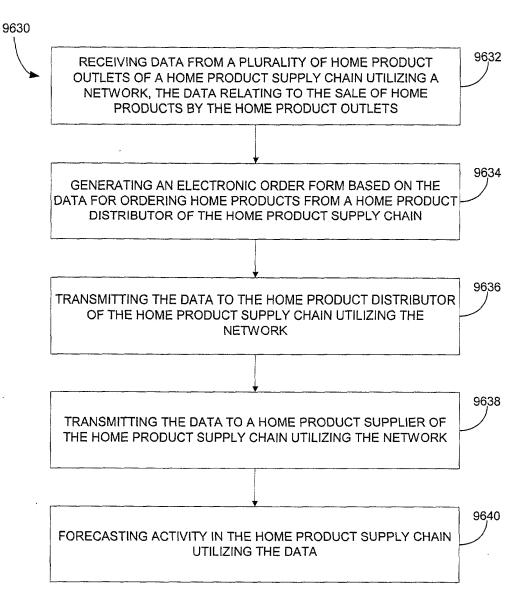


FIG. 96

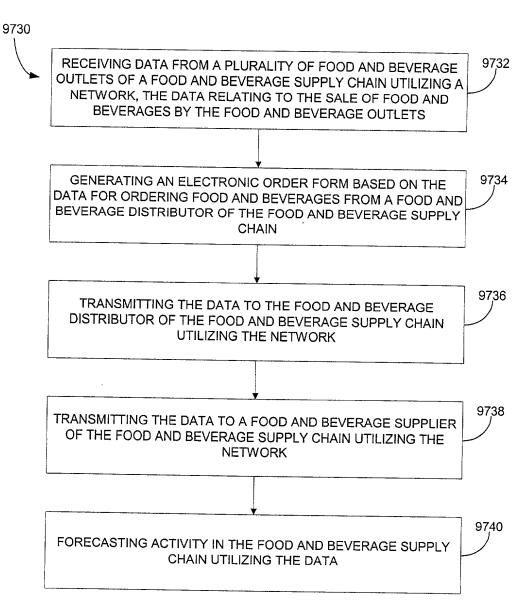


FIG. 97

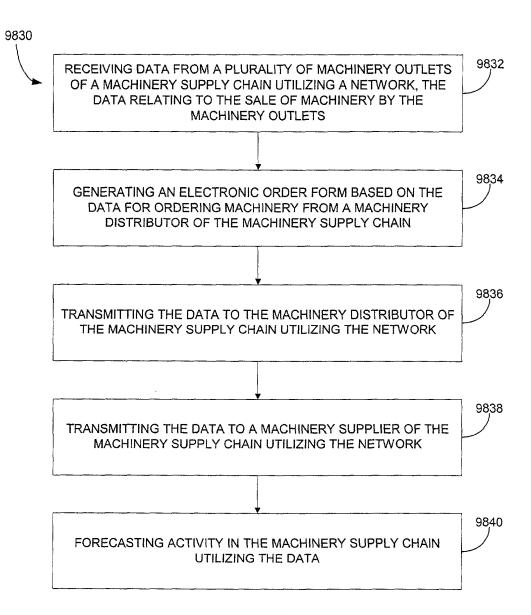


FIG. 98

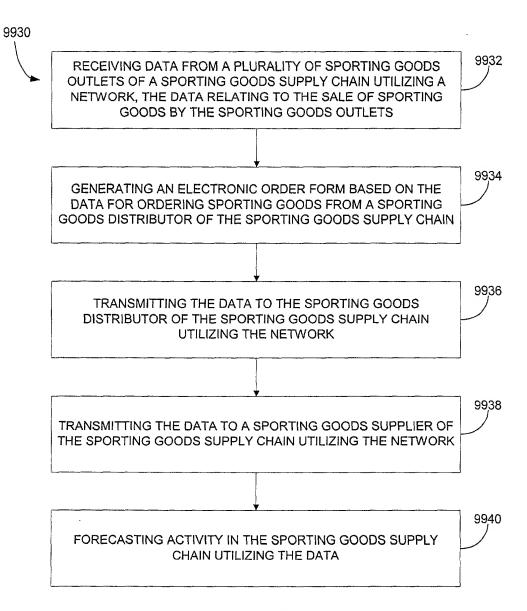


FIG. 99

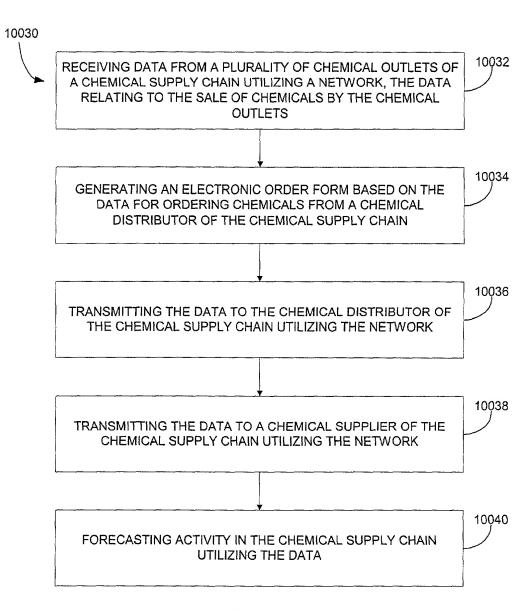


FIG. 100

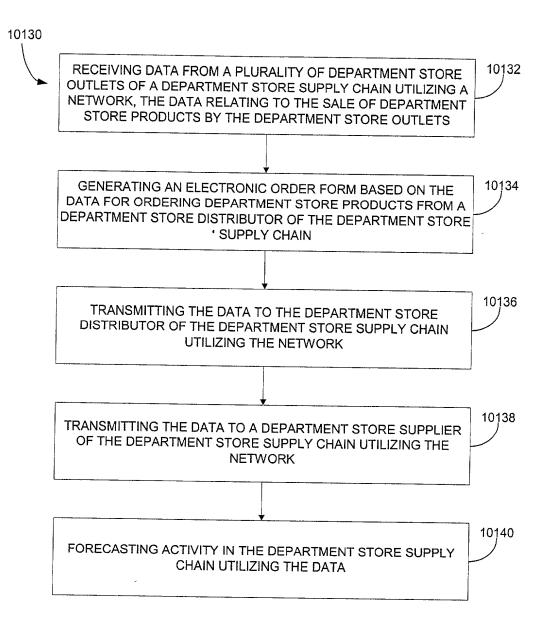


FIG. 101

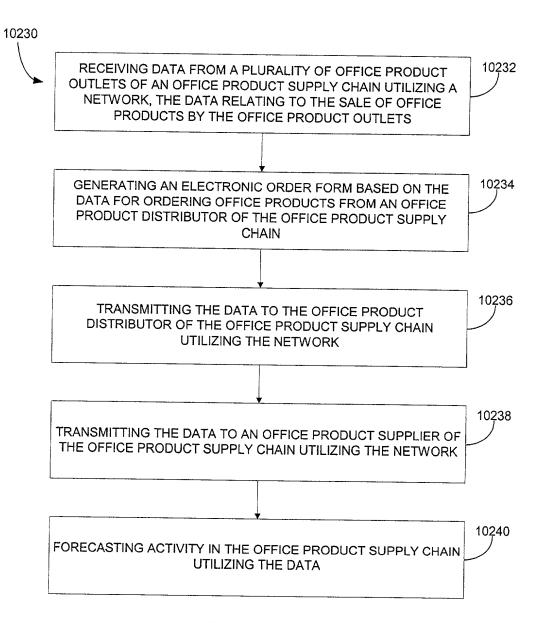


FIG. 102A

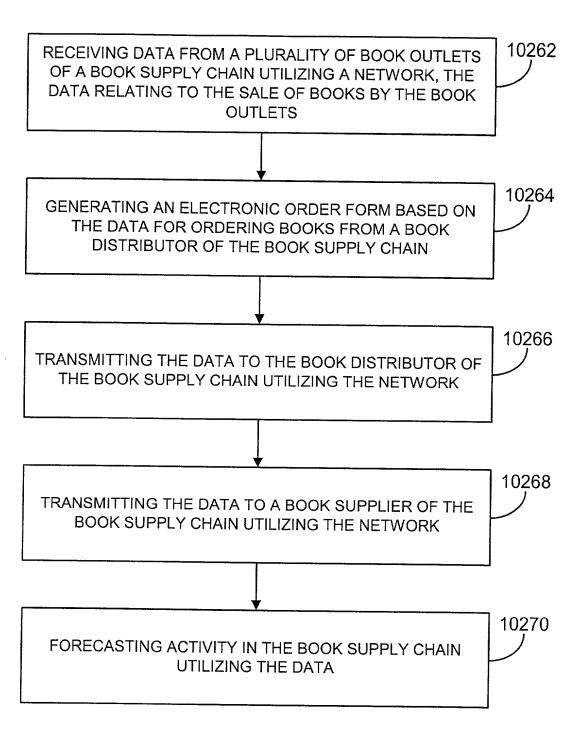


FIG. 102B

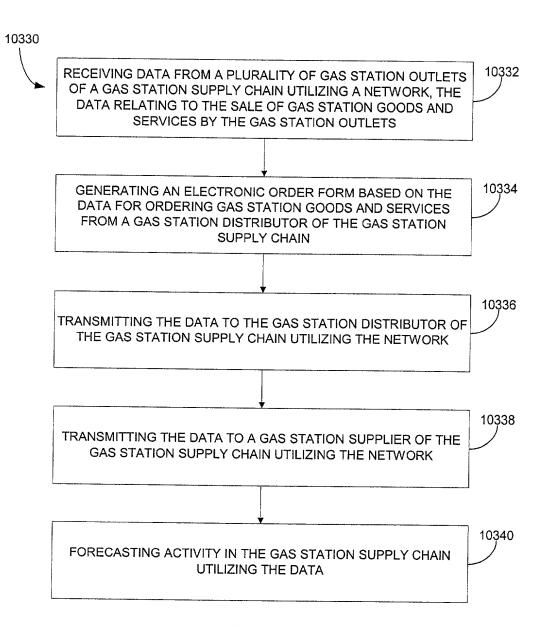


FIG. 103

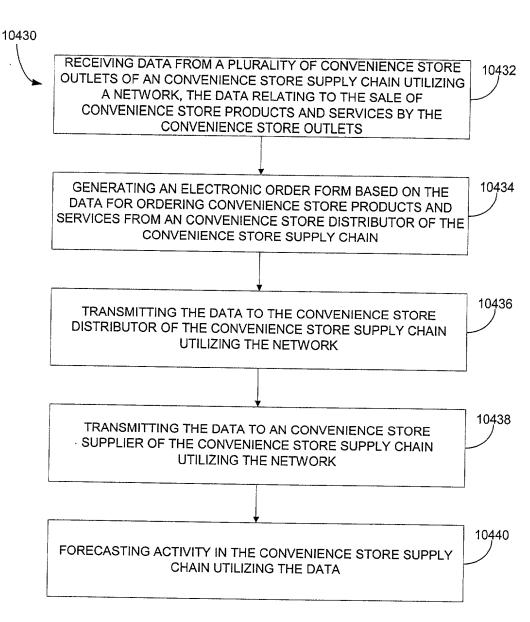


FIG. 104A

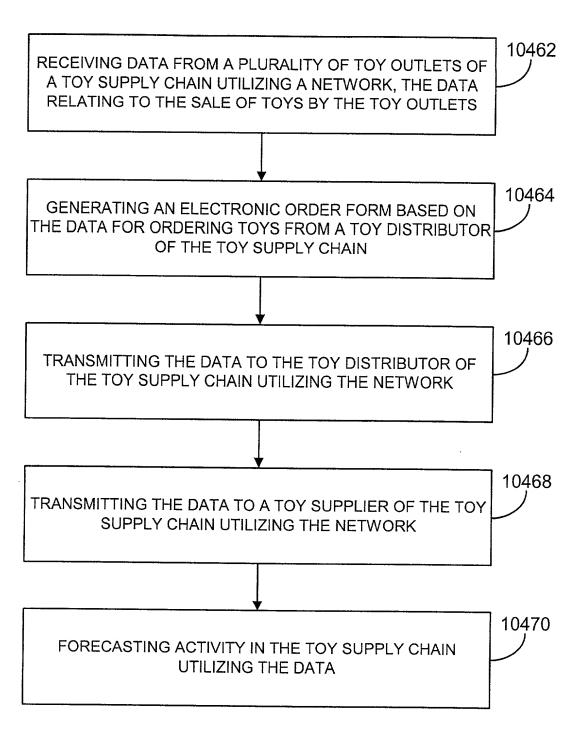


FIG. 104B

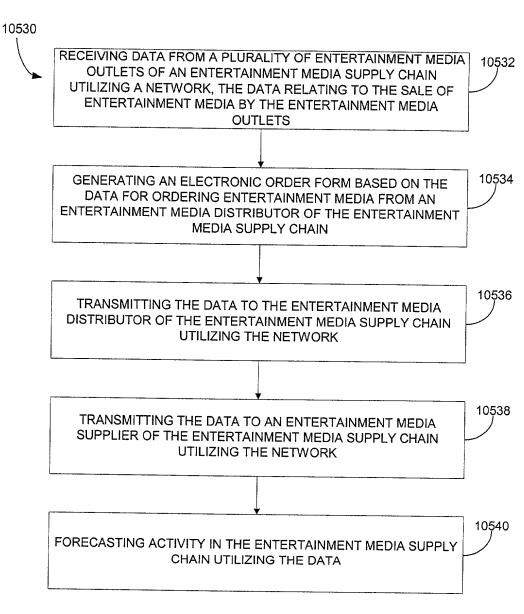


FIG. 105

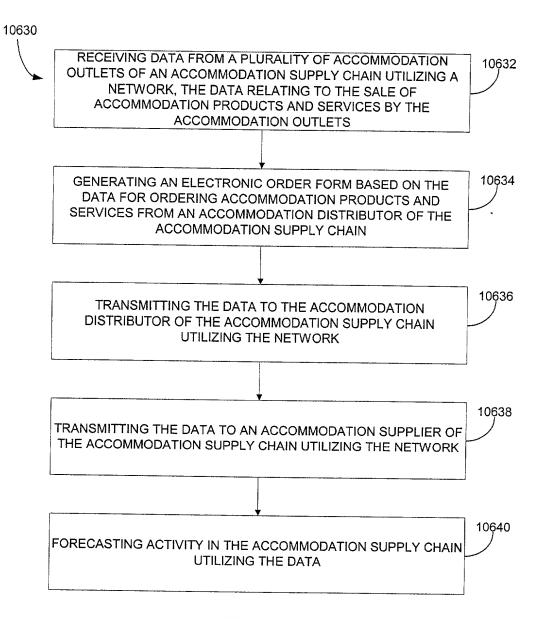


FIG. 106

FIG. 107

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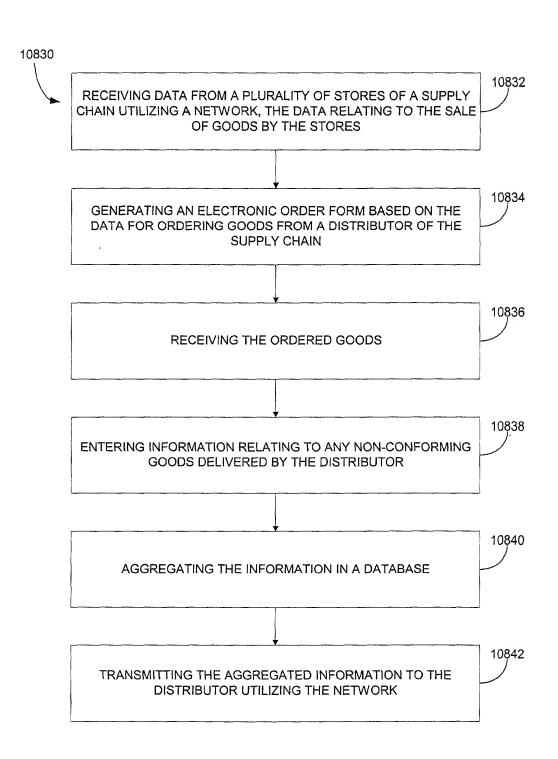


FIG. 108

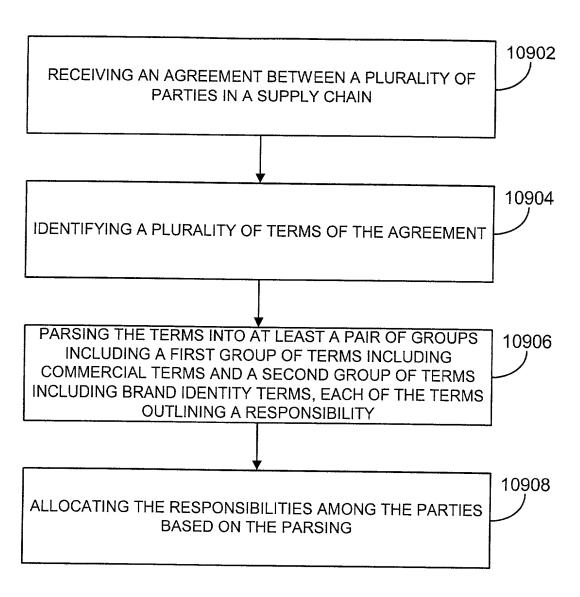


FIG. 109

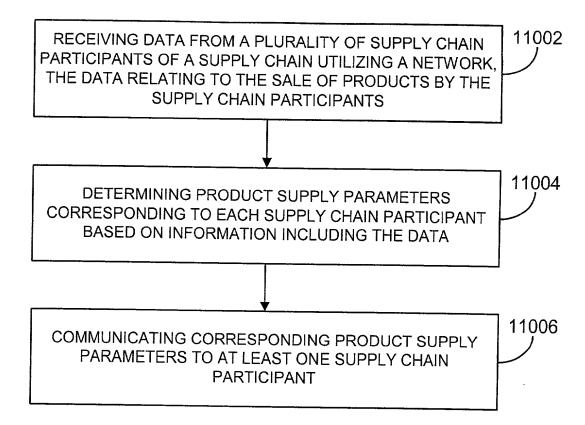


FIG. 110

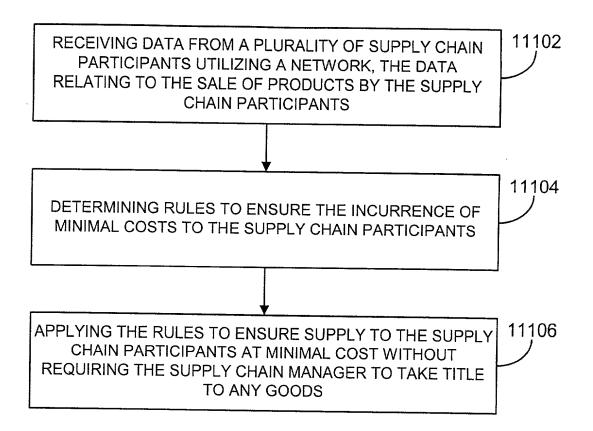


FIG. 111

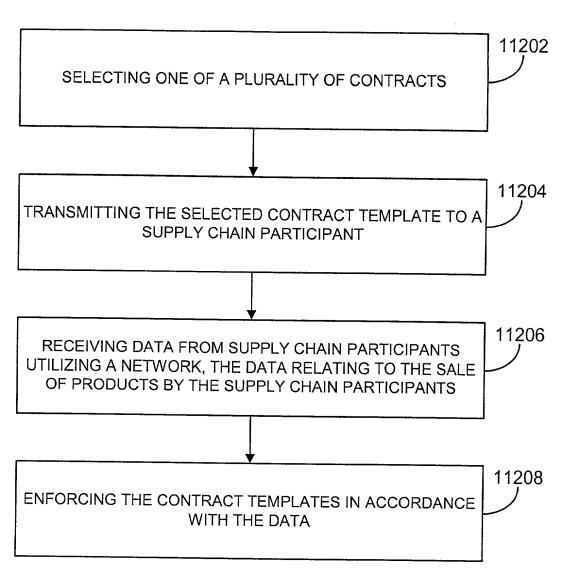


FIG. 112

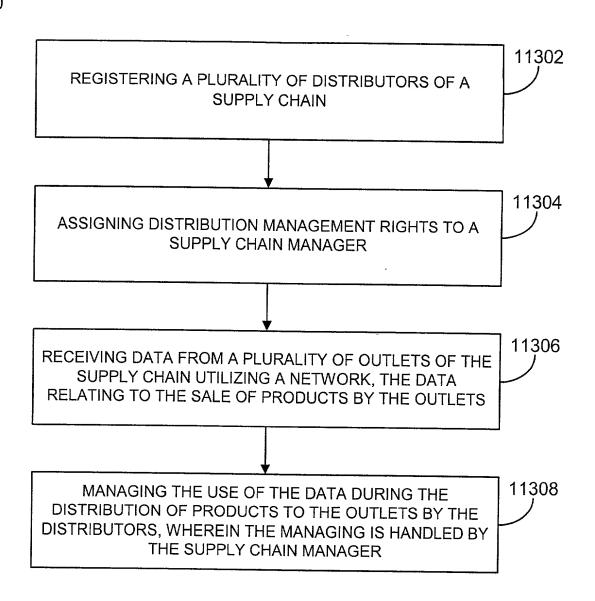


FIG. 113

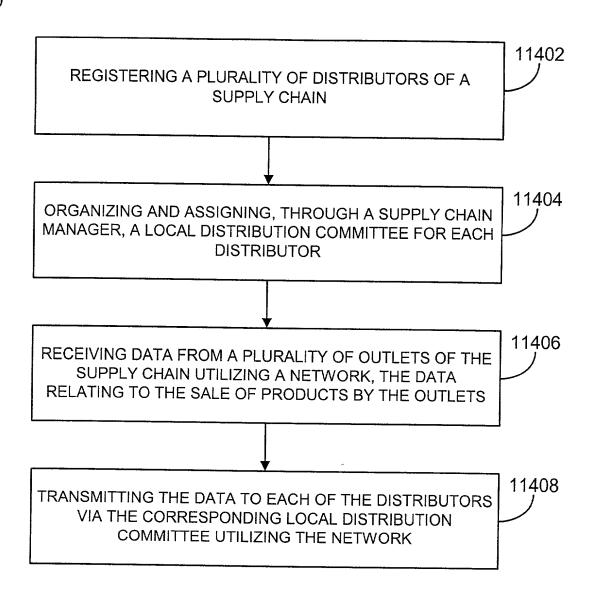


FIG. 114

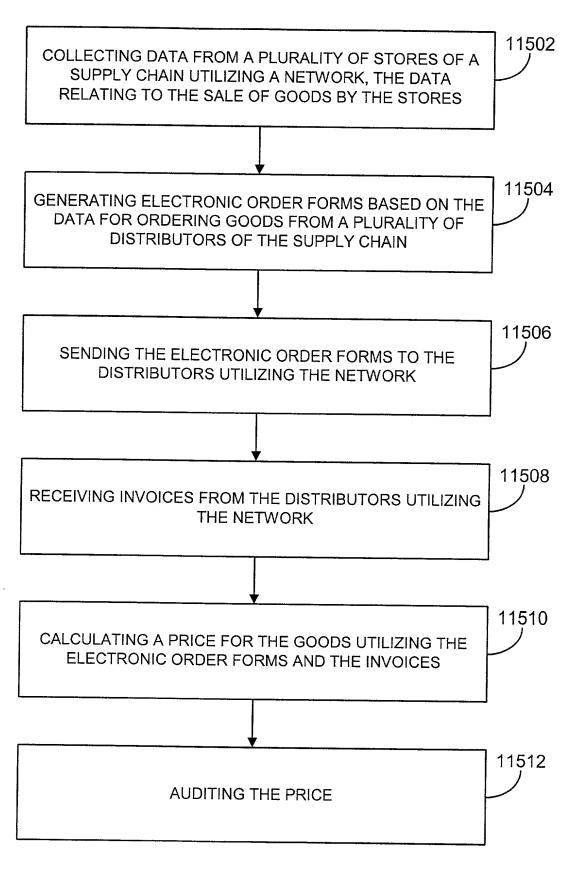


FIG. 115

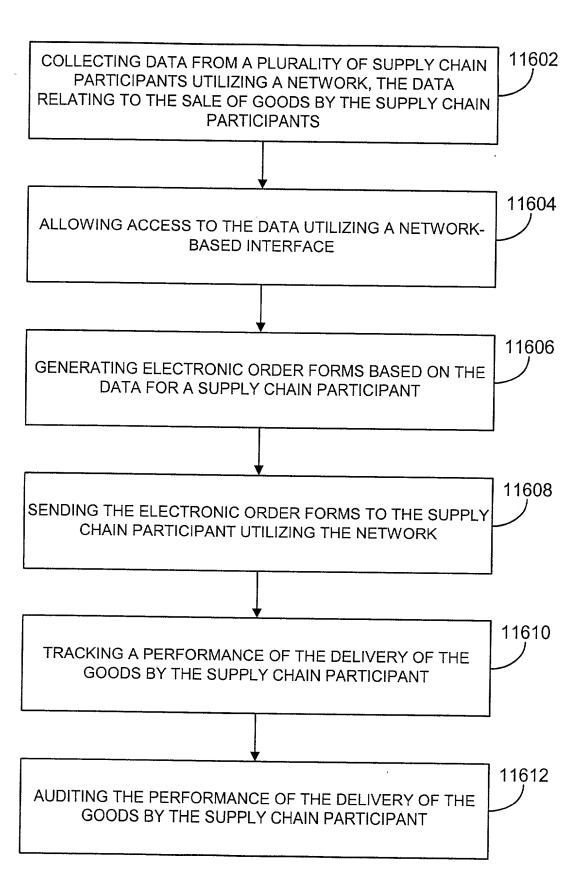


FIG. 116

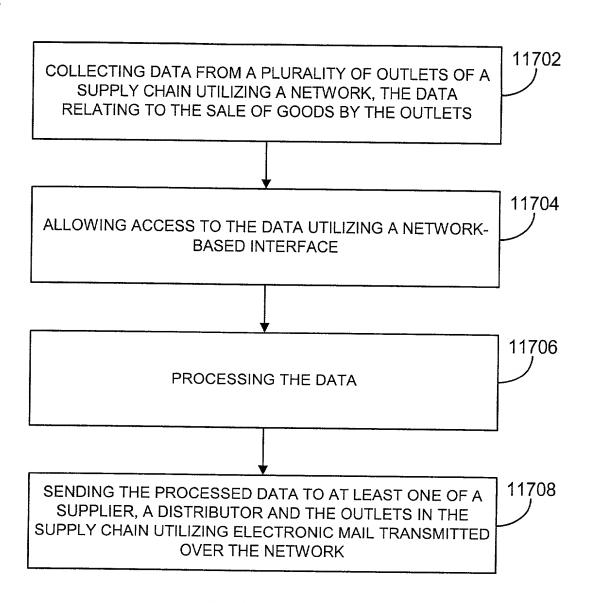


FIG. 117

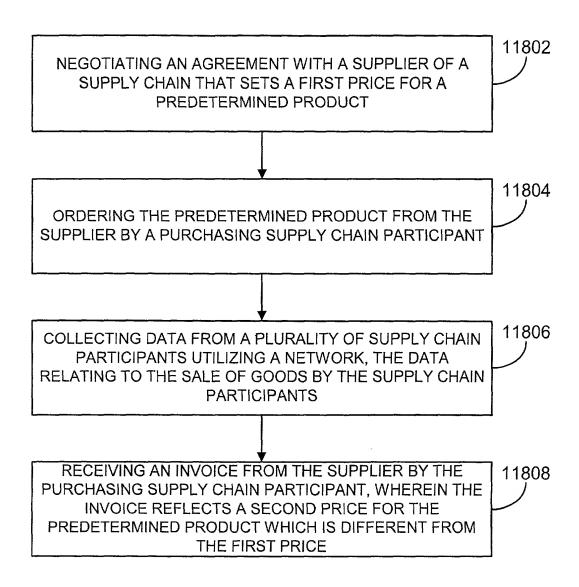


FIG. 118

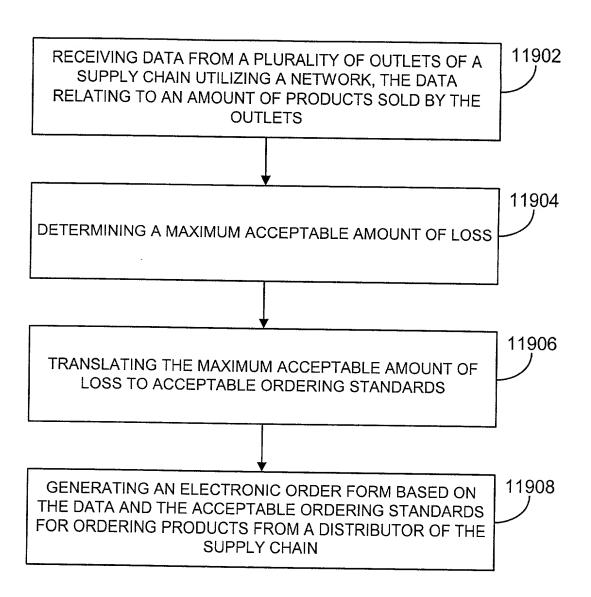


FIG. 119

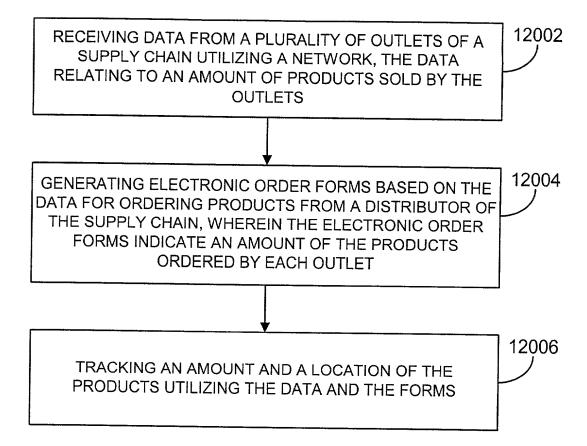


FIG. 120

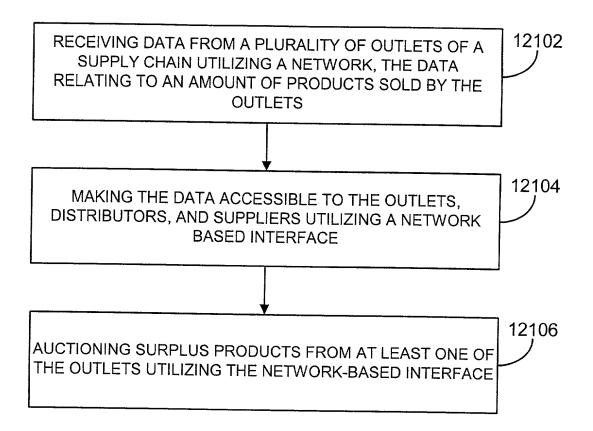


FIG. 121

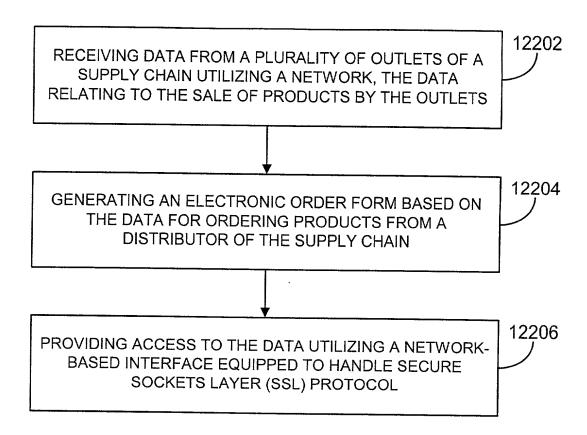


FIG. 122

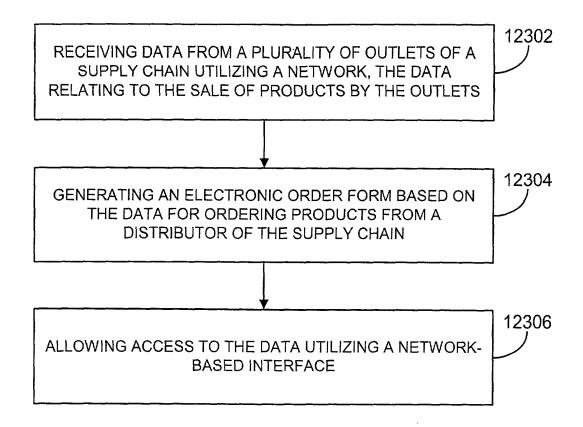


FIG. 123

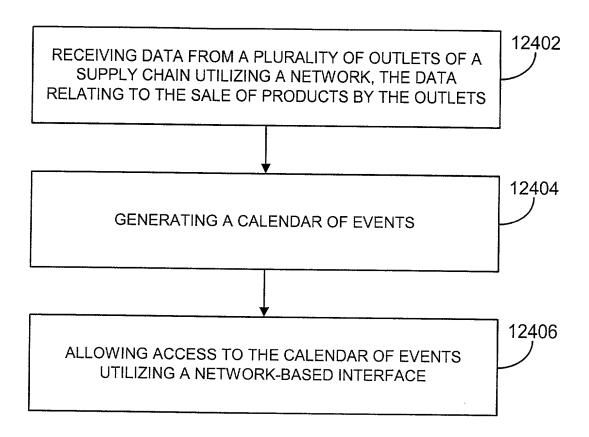


FIG. 124

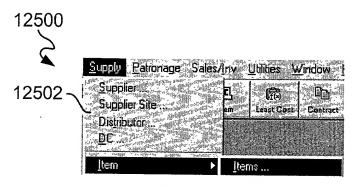


FIG. 125

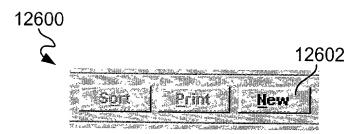


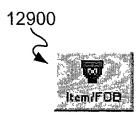
FIG. 126

12700	0	
~ Z	Silvery - Series - Se	12702
	Kem Desc:	in ferrois anni di la como del constante
	Rem Number: Status Code: Active	
	Product Cat Code: Item Rank	

FIG. 127

## Landed Cost by Distribution Center

Inv FOB Freight Landed Routing
ltem



## FIG. 129

13000

Supplier Item Desc:	item No.
Current:	r Yes ⊂ No Tie Oty:
Items per Case:	5000 High Oty:
Innerpack Contents:	5/1000 Cases Per Pallet:
Item Size:	Stacking Allowed:
Case Length:	Universal Product Code;
Case Width:	Cases Per Truckload: 1350
Case Depth:	Net Weights 39.00
Case Dimension U/M:	NCHE(S) Gross Weight: 39.00
	1.95 CUBIC FEET Weight UM: POUND(S)
Item Shelf Life:	Bar Code:
White Boxes Are Copi	d'Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

	00°00.00° 0000000 / 000000000 00000 / 00000 000000
	LACT HARRY SARV, NOT I SHOW HARRY
Site Information <u>Site Id:</u> 17355 <u>Site Role:</u>	FAR Chinnium Chies
	a on authritia cottic
Site Name: TYSON FOODS - NEW HOLLAND, PA	
	10100
	13102
· · · · · · · · · · · · · · · · · · ·	

FIG. 131

13200

Company of the Compan
Site Information Site Id: 16 FOB Shipping Point
Site Information Site Id: 16 FOB Shipping Point
TOD SUBDING FORM
ALCOHOLD BY A STATE OF THE STAT
Marne: AMERISERVE-FARMINGDALE, NY Railroad Name:
- Companies
Status: Active
Pail Cidinge
Status: Active Rail Sidings:

FIG. 133

appearance of the contract of

1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Item: ARAP-BACON DOUBLE CHEESEBURGER DELLIXE Begin: 7/1/96 End: 9/1/96 Final:
THE INCIDENCE APPROXIMATE FOR THE PROPERTY OF
I was a second of the second o
# 100 Color
Override Rules: C Yes • No Apply By: Cell
Account in the supply of the s

## FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, N	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight Landed	•
34.3200	34.3900	0.8400 35.2300	•
34.3200	34.3900	0.2900 34.6800	

FIG. 136

13700

	Contr	LB	Trk Routing	Townson,
Man and and	96	83,600	2.0 TL	
Application of the	96	215,040	5.1 TL	

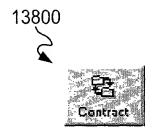


FIG. 138



Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000 Carrier State

Carrier Stated Vol.
Truck 83,600
Truck 215,040

FIG. 140

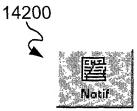


FIG. 142

14100

	· *********	Carolia I	March 15-98	松子鄉鄉
<u>O</u> ptions	La Fren	down	Hole	
<u>o</u> paona	3 A. A. 11 13	HUYY	. <u>1815</u> 11	
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<u>V</u> erify	762			
veril				
1,000 - 100 - 1000 -	ASSESS CONTRACTOR			
	// 18 h	SE N	30067	
Contra	ictemi	C Seller		77-24 P
		74.7.70		
			47 Janes 2	
Matrix	Status			
Name of Street, or other Designation of the last of th	Company of the Compan			
				Ser Ser
Price I	Tounc:	accons	vior.	roaro
	38 . 38 . 4	a talik		
( Proj. )		<b>24</b> 00.77936		
Price I	NOULIC:	acion -	ULS	
		M. 365	. JAMES J	Military M
20.22		C		
Suppli	erLon	mmati	on	27.2
W33 03	3.33	3057 5 428	100000	2 24883927

FIG. 141

14300



FIG. 143

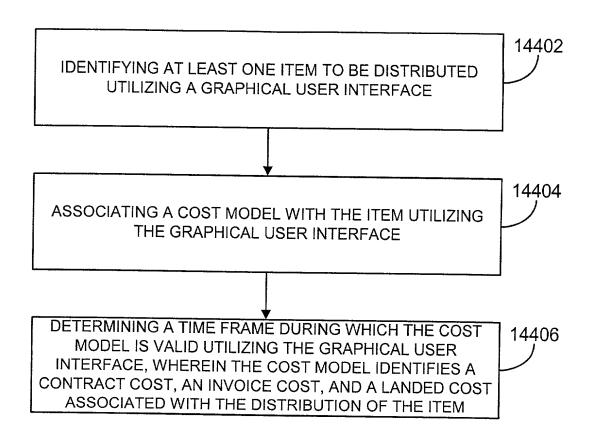


FIG. 144

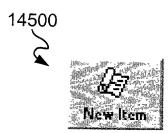


FIG. 145

s. SSENSERS AT A SNEEDS	905 35 VE 40040045 VE 4004004								
				Ca/2486	THE SECTION OF SECTION OF THE SECTIO	SOFENA, mismesseeseeseeseeseeseeseeseeseeseeseesee	PROBLEM STREET	TELEPHONE I TO SCHOOL A STREET WASHINGTON	
Contrac	<b>4</b>	R	77 TUCK	HE CONTROL	7. Table 1	. 3668 C. S. BERREECK .	ACRES (1984) 1984 (1984)		". <i>2</i> 988
			73 <b>-</b> TYSO	いにいいいろ	on all Comments and the	BPT SAMBPKS and	ne: <b>21188</b>		
286. Te (386.802).	. 1788 E. Y. 4880 N	- 4866 JAKE	402.1.00V 980S		GO. 1250S. 1253				## S
	2700000EC:	10 mpg - 72 mg	1000	La de la Companya de	1986 328 Shiri		Harman Liverian L. Marian L. P.	Programme Company	796.
Indial Ri	nor Home	100 A 7 THE LOCK	258a v p. 2586c p. 1 (1486a 2)	7860 1 25 9 5 7 10 0			63. The second s	and the second second second	energia de
BELLES COLUMN	skei marii		e nersn	48 <b>7 7 3</b> 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	Furren	f Renger Nor			····
C 1 - 378 (235-935)	PRESIDENCE AND A SERVERY	7 868 S . 68	2/ 2007		- COLL CALL	t wuyen isai		GIRION II	738
k~?~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	Carrent "Lat Santanit Lac."	7.76000° 46.465< .46	britain - Laudinin, asidadou	Sugar 1988118	77" CD48887 / r . 20 200	<ul> <li>Arad MSCY</li></ul>	C . 3.400/000	2	Same S

FIG. 146

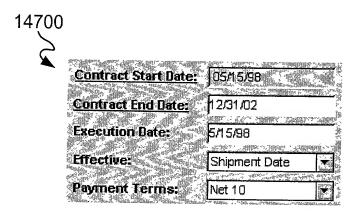


FIG. 147

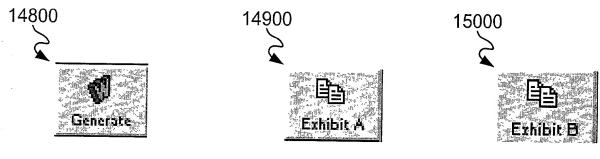


FIG. 148

FIG. 149

FIG. 150

## FIG. 151

15200

Options Window Help

New Items.

Delete Item.

Exhibit A

Exhibits B

Exhibits C

Replecement Exhibit B

FIG. 152

15300



FIG. 154

the first gives expect the great the great street gives then the street street the street street that

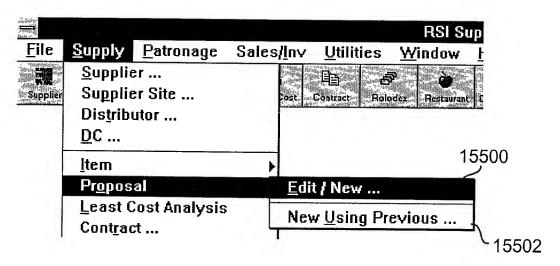


FIG. 155

÷	Proposal - Foam Hot Cups & Polystyrene Lids			
	Suppliers DCs FDB Price	DC/Rest.	Usage Templates	View Bid.
<u>Proposal Informatio</u>	<u>n</u>			
Proposal ID:	1021		Proposal Due Date:	D6/1 2/97
Proposal Name:	Foam Hot Cups & Polystyrene L	_ids	Contract Begin Date:	07/01/97
Buyer Name:	Dennis Clabby		Contract End Date:	06/30/98
Actions				
ستنس فيستنسم	iion Description: nt this bid to Dart and also sent a	a request for info	rmation to WinCup.	

FIG. 156

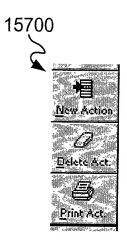


FIG. 157

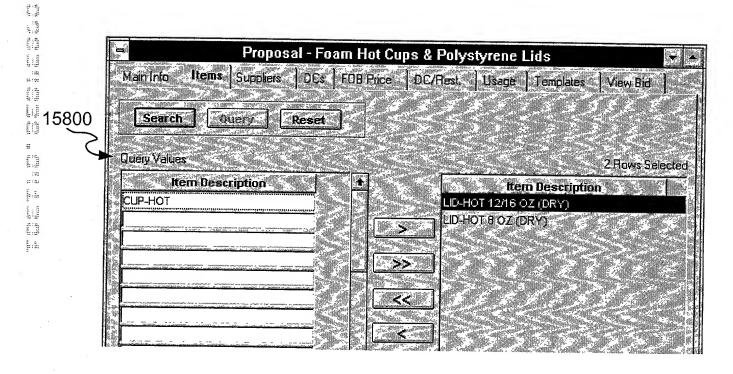


FIG. 158

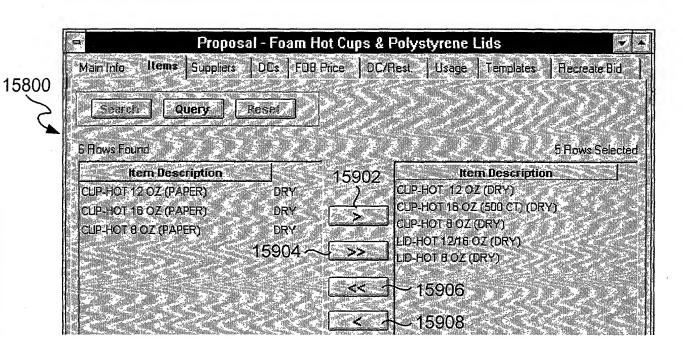


FIG. 159



Гij

1

Ē.š.

Main Into   Items   Suppliers   DEs FOB Price   DC/Rest   Usage   Templates   Recreate Bit
Select The Appropriate FOB Price Component Worksheet For Each Item  FOB Price Component
MAYO-BULK Mayonaise Components
(None Selected)
Generic FOB Pricing
Mayonaise Components

FIG. 160

lte	<b>:</b> π	Growth %	Gross Wgt.	Item Cube	Contract Perio	od
CHICKEN-BK BROILER		5.00%	2	1.26	09/01/97 to 12/3	11 <i>1</i> 97
CHICKEN-PATTY		7.00%	37.00	1.09		
CHICKEN-TENDERS		0.00%	25.00	1.06		
Distribution Center	Previous Pro Case Usage Rest	C 5.000005/3700700000043630040000	ovg. Avg. ictor RM	(\$100.780 <b>\$</b> 0000018000194474477	5/ <b>1</b> /19	
POST-ALBUQUERQ	576	30 9	9.34% 6	.03 5.00%	755	
POST-DENVER	833	39 9	9.05% 6	.68 5.009	1,083	F
POST-SALT LAKE	116	2 8	0.00% 5	46 5.00%	6 37	

FIG. 161

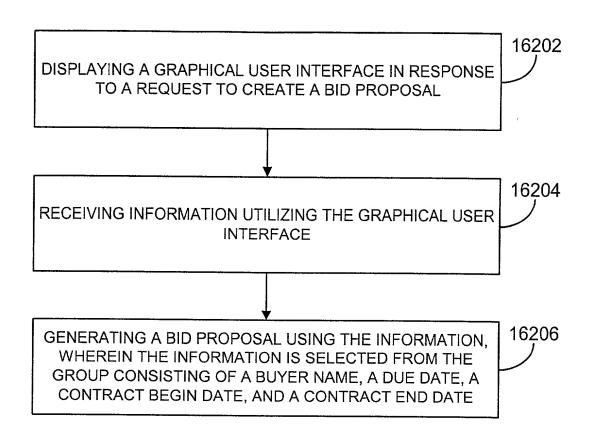


FIG. 162

16300
Templates Create Bid

FIG. 163

	Supply	MS	Editable
Report Name	terri.	Word	<i>Y/N</i>
Bid Proposal Cover Letter			
General Terms and Conditions		6	N
Usage Estimates	7		N
Supplier Facility Worksheets	1		i i
Item Information Worksheets			),
Sample Supply Agreement			N
BK Specification Request			N
FOB Price Component			Y
Truckload Freight Worksheet			N
LTL Freight Worksheet	and the second		No es

FIG. 164

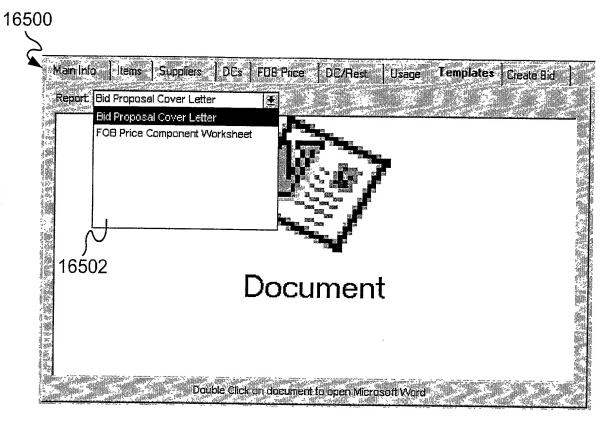


FIG. 165

16600		Micro	soft W	ord - De	ocument	in Bid Pro	posal Co	ver Lett	er
	0	<u>F</u> ile	<u>E</u> dit	<u>V</u> iew	<u>I</u> nsert	F <u>o</u> rmat	Tools	T <u>a</u> ble	W
	IT	New	<i>!</i>				Ctrl	+N	n l
		<u>О</u> ре	n				Ctrl	+0	
	in	<u>C</u> los	e and	Return	to Bid P	roposal C	over Lett	er 🗓	4 ±
	П	Upd	at <u>e</u>				Ctr	+S Lo	lear
		Sav	e Copy	y <u>A</u> s				2000	Between 200

FIG. 166

	4	Bid Proposal Sent	Г
Bid Propose	i Will Include	Checked Documents	
General ————————————————————————————————————		Cost	- 2
Bid Proposal Cover Letter	X	FOB Price Component Worksheet	X
General Terms & Conditions	X	Truckload Freight Worksheet	X
Usage Estimates	X	LTL Freight Worksbeet	X
Supplier Facility Worksheet	X	Blank Sheets	
Item Information Worksheet	X	Supplier Facility Worksheet	Įχ
Sample Supply Agreement	×	Item Information Worksheet	X
BK Specification Request	X	FOB Price Component Worksheet	X
		Truckload Freight Worksheet	X

FIG. 167

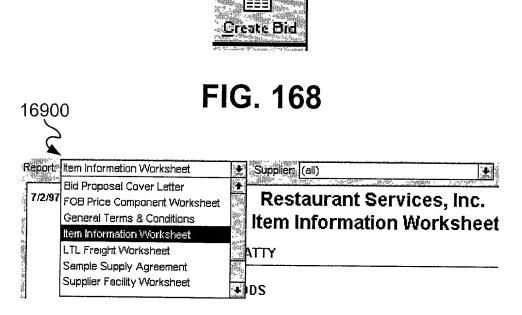


FIG. 169

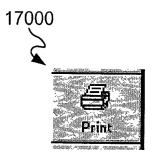


FIG. 170

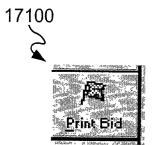


FIG. 171

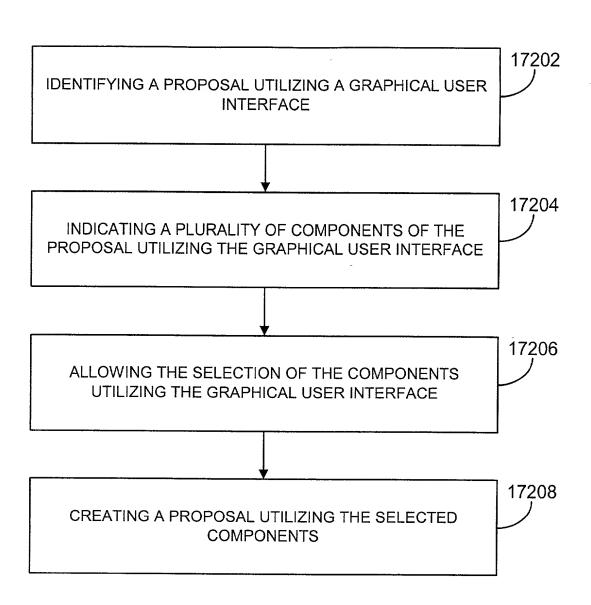


FIG. 172

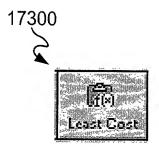


FIG. 173

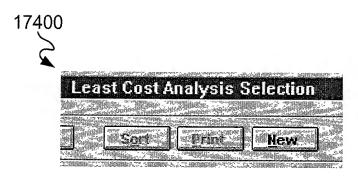


FIG. 174

<u>Supply Patronage</u> Sales	/[nv Utilities W	indow <u>H</u> elp
<u>Supplier</u> Supplier Site	ast Contract Holodex	Aestaurant Owner/Org. Member
Distributor DC	one file	Prescurate Ownerfulg. Wember
tiem		
Proposal )		
Least Cost Analysis Contract	Edit / View New (Using Previ	Ctrl+Shift+Z ous)

FIG. 175

Bid Proposal Name:	(None)	17600
	Foam Hat Cups & Palystyrene Lids (07/01/97 to 06/30/98)	/
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

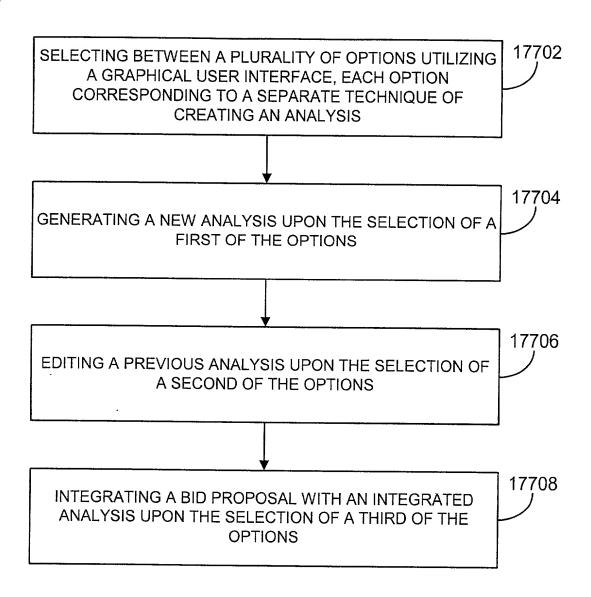


FIG. 177

Anahreie Non	ne: Hash Brown Actual
initial Annual Control	ice i idoli Di DAALI WATII W
	AND ARROTHER THE SECTION OF THE SECT
änakmin	ID: 1036
nualysis	ID: 1030
n	
buy	er: Dennis Clabby 😽
	osose uaht sekori :m
Period of Agreeme	nt: MNA 97 THRII banda
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	processors and a second contract of the second seco
Unit Of Measu	rae Innerver
THE PROPERTY OF	in Inuncial
and the second of the second o	Salata and Translation - Strategic Conference of the Parish and Strategic Conference of the Salata and Salata

FIG. 178

Version	(1) of (9)		se version	***************************************	***************************************
. 1 A-1/18/98/2015 328/85C	\$5 <		s to allocate ti	o each DC ?	One FOB
288254287 A. C. STREET V. A.	"554506 v 1.835" 933"	<ol> <li>20000000 - ACADMO 1 4 5</li> </ol>	s version ? charge (Down		FOB + Freigh
		nce ron op cload Valida		cnarge) ?	0.0000 No
" TOTAL STREET, TOWN ISSUED	Constitution of the second of the second	Standard		t Revision:	9 <i>d 5/</i> 97 1:04 PM

FIG. 179

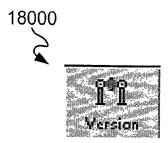


FIG. 180

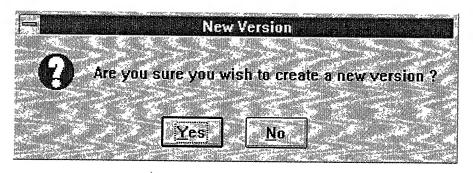


FIG. 181

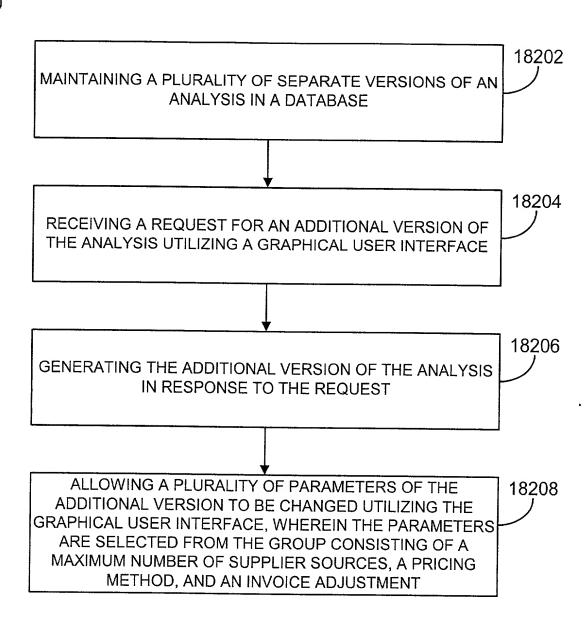


FIG. 182

Search Query Reset	
Query Values Supplier FOB	7 Rows Selected
DOP	Supplier FOB  DOPAGO-DOVANINGTOVIN, PA  DOPAGO-KINSTON, NC
	DOPACO-ST. CHARLES, IL DOPACO-STOCKTON, CA
<u>ر حکي</u> 1830	IMPERIAL BONDWARE SHELBYVILL

FIG. 183

ltem Conv. Description Factor	WHAT A C MITTER WATERWAY
FRIES-COATED (FRZN) 36 18402	D. ATTANA MAN WAND

FIG. 184

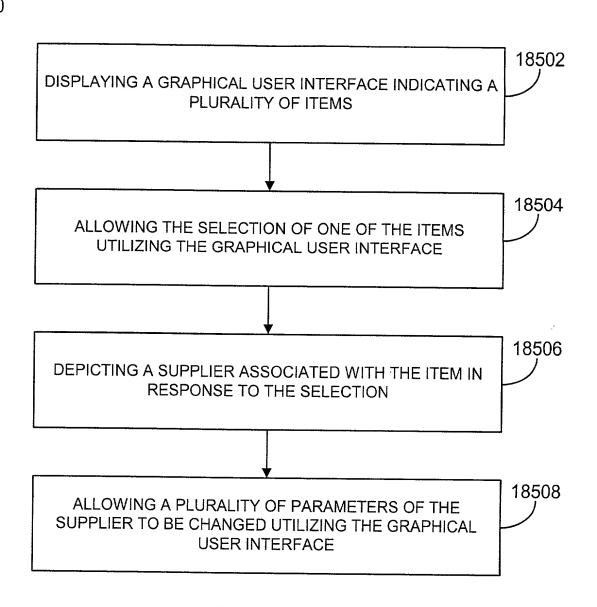


FIG. 185

ltem Description	1	Supplier FOB		
JP-COLD 16 OZ	DOPA	CO-DOWNINGTOWN, PA		
JP-COLD 22 OZ	DOPA	CO-DOWNINGTOWN, PA		
JP-COLD 32 0Z	DOPA	CO:DOWNINGTOWN, PA		
Supplier Item Desc: 160	IZ COLD CUP	Item No:	CP2942	
Items per Case:		Tie Qty:	5	
Innerpack Contents: 1200	J	High Qty:	5	خت
Item Size:		Cases Per Pallet:	Andrew of the second of the se	
Item Shelf Life:	TIN L	Stacking Allowed:		
Case Length: 22.1	25 ( )	Indatory Case Cube:	3.43 CUBIC FÉE	r)
Case Width: 15.12	25	Cases Per Truckload:	769	
Case Depth: 17.75	5	Gross Weight:	29.28 POUND(S)	1
Case U/M INCH	E(S)	Net Weight:	27.28 POUND(S)	

FIG. 186

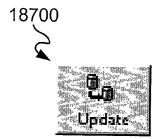


FIG. 187

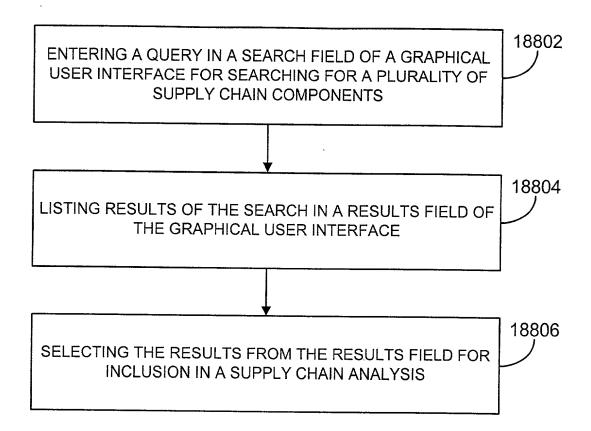


FIG. 188

Supplier Te	rms SLP	PLT	Minimum	Maximum	include 🕈
CAVENDISH FARMS	<b></b> Palle	t 🕹			● Yes ○ No
J.R. SIMPLOT COMPANY	<b>.</b> Palle	t 🛂		eliikuusen anijohaaliilinaanii	● Yes C No
LAMB-WESTON, INC.	🛂 Palle	1 ±	200,000,000		O Yes O Ho . ⊕
Supplier FOB			Minimum	27 AD 2 2013 - 1 - 1 - 10 20 832 - 15	
LAME-WESTON, INCPASCO, WA			90,000,000	110,000,000	● Yes ○ No
LAMB-WESTON, INCRICHLAND WA			0	Market Company of the	● Yes ○ No
LAMB-WESTON, INCAMERICAN FA	LLSID:		90,000,000	110,000,000	● Yes ○ No

FIG. 189

	erms S	LP/PLT	Minimum	Maximum	lr	nclude 4
MCCAIN FOODS	<b>₹</b> P(	allet 😃			O Ye	es O Ho
NESTLE FOOD COMPANY	<b>.</b> ₱6	allet 👱			Chairman K Miller	es O No
ORE-IDA FOODS	<b>.</b> ₽ε	allet 🖢	225,000,000		(e) Ye	s O No I
Supplier FOB			Minimum	Maximum	ſī	nclude
MCCAIN FOODS, LTD -PRINCE EDW			18,000,000	30,000,000	O Ye	es 🖲 No
MCCAIN FOODS, LTDPORTAGE LE			45,000,000	50,000,000	○ Ye	s 🖲 No
MECAIN FOODS, INC-OTHELLO, VVA			27,000,000	132,000,000	● Y <sub>6</sub>	s C No □

FIG. 190

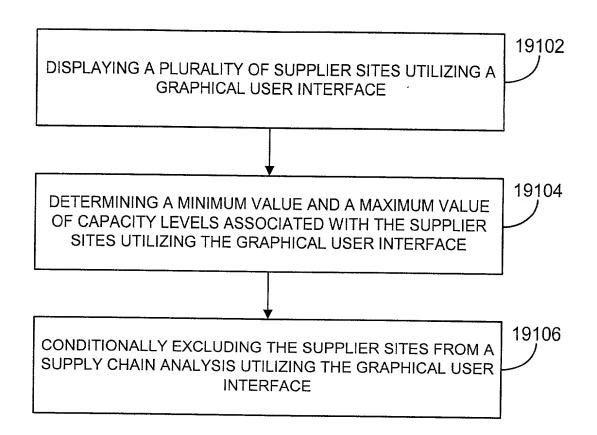


FIG. 191

Supplier. HUDSON INDUSTRIES	a l	Volume			
NTERNATIONAL DIVERSEFOODS	α. Γ				
SUPERIOR COFFEE & FOODS					L
					L
Supplier FOB		Item	Cont FOB	# Volume	
IUDSON INDUSTRIES-TROY AL	Salar Contract of the State of	CONTRACTOR	the the tribuled and the control of	Vincent Control Control	2000

FIG. 192

Supplier # Volume	
SSI FOOD SERVICES 0	
TEXAS AMERICAN FOOD SERVICE 0	
WHITEFORD FOODS:	
	t i i
Supplier FOB Item	Cont FOB # Volume
TEXAS AMERICAN FOOD SERVICE-TX BEEF 77%	10026 0
TEXAS AMERICAN FOOD SERVICE-TX: BEEF -77%	1.0016 1 2.090.000
TEXAS AMERICAN FOOD SERVICE-TX BEEF - 77%	1.0010 2 2.508,000

FIG. 193

Supplier # Vol	lume				100		
VENTURA FOODS 0.							3
VENTURA FOODS 1 1 1	100,000						
Supplier FOB Iti	em	45.00	Cont FOB	#	Volume		
VENTURA FOODS-CHAMBERSBURG, PA MAYO-BULK		Τ	8.9400	· properties		7	
VENTURA FOODS-CHAMBERSBURG PA MAYOUBULK		1	8.8400				
/ENTURA FOODS-CHAMBERSBURG, PA SAUCE-BULK-T	TARTAR		9.5100	*****			
/ENTURA FOODS-CHAMBERSBURG, PA SAUCE-BULK-T			9.4100	-		+	
VENTURA FOODS-CITY OF INDUSTRY MAYO BULK		T	9.1200	o			
VENTURA FOODS-CITY OF INDUSTRY MAYO-BULK			9.0200	-1			
VENTURA, FOODS-CITY OF INDUSTRY SAUCE-BULK-T	TARTAR		9.5800	O		-	
VENTURA FOODS-CITY OF INDUSTRY SAUCE-BULK-T	TARTAR	h	9.4800	7			

FIG. 194

the start there were the first the treet there shall be start then shall be start that the

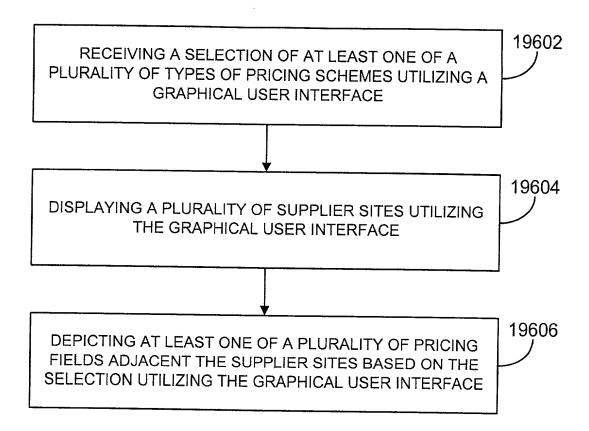


FIG. 196

Total Rest. Growth Amount Usage Period 5.00% 19702 09.01/97 to 08/31/98		
Distribution Current Center Rest. Count	Restaurant Projected Aug.   Growth % Rest, Count	1
AMERISERVE/POST-ALBUQUERQUE 27	5.00%	
AMERISERVE/POST-DENVER 35	5.00% 37	
AMERISERVEPOST-SALT LAKE,UT 2	5.00% 2	
AMERISERVE-OMAHA, NË 166	5.00% 174	

FIG. 197

	ltem		ltem (	Scowth	% U	sage Period	
CHICKEN-PATTY				_	0.00		
		All Services					
Distribution	Previous	Projected	l canal		ncw_		
Center	\$30000000	Rest. Count		TO THE PERSON OF	DC/Item Growth	Projected Usage	
AMER-OMAMA	44,035	166	98 49%	24.12	4.00%	49,20	5 -
AMER-PLYMOUTH	37,141		100.00%	18:30	5.00%	40,82	3
AMER-MILWAUK	38,520	188	100.00%	19.02	0 00%	42,90	9

FIG. 198

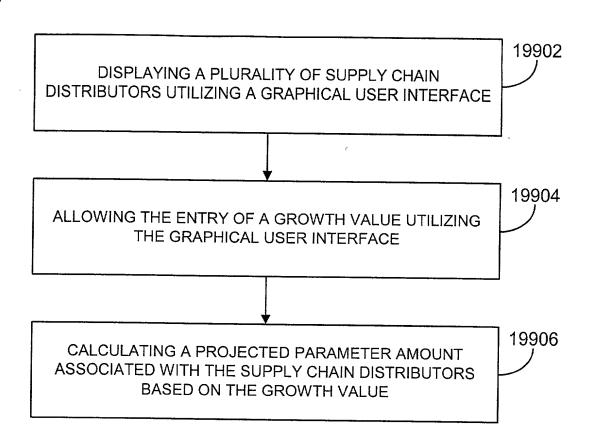


FIG. 199

CAVENDISH FARMS	Dieppe	NB E1A6	X4
I.R. SIMPLOT COMPANY-HERMISTON, O		OR 99999	
AMB-WESTON, INC. AMERICAN FALLS	ID American Falls	ID 83211	
Distribution Center	Lane Restriction	Honor TL R	ate
MERISERVE/POST-ALBUQUERQUE	C Solver C Required © Ex	many many and a second property and the second	
MERISERVE/POST-DENVER	O Solver O Required © Ex	The second secon	
MERISERVE/POST-SALT LAKE,UT	○ Solver ○ Required ● Ex		
MERISERVE-OMAHA, NE	O Solver O Required ® Ex		
MERISERVE-PLYMOUTH, MN	○ Solver ○ Required ● Ex	THE RESERVE AND THE PROPERTY OF THE PROPERTY O	

20100

Supplier FOB	Address		
CAVENDISH FARMS	Dieppe	NB E1A6X4	3
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999	
LAMB-WESTON, INCAMERICAN FALLS ID	Ámerican Falls	ID 83211	
Distribution Center	Lane Restriction	August and	B
AMERISERVE/POST-ALBUQUERQUE	O Solver 🔎 Required (	200 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 - 100 -	4
AMERISERVE/POST-DENYER	Solver C Required (	Excluded	4

FIG. 201

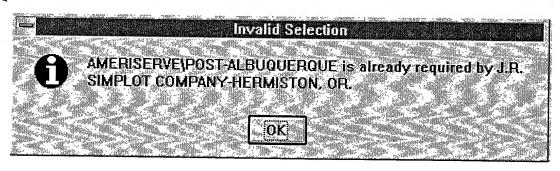


FIG. 202

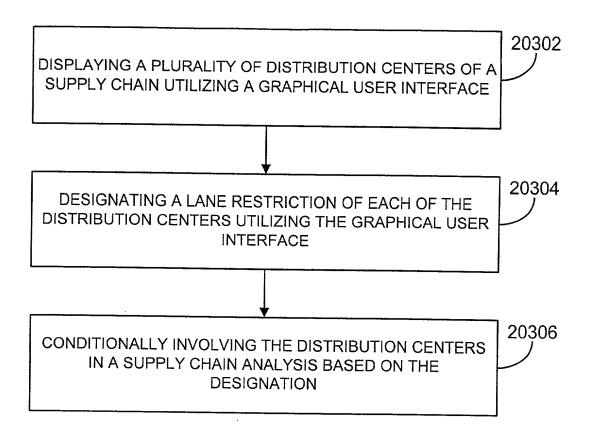


FIG. 203

Supplier FOB		Address 1 ±
CAVENDISH FARMS	Dieppe	NB ELA6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR / 99999
LAMB-WESTON, INCAMERICAN FALLS ID.	American Fells	ID 83211 €
Distribution Center	Truckload Lane Freight Distance	OF Resilience and the second s
AMERISERVE POST-ALBUQUERQUE	1,617	* * * * * * * * * * * * * * * * * * *
AMERISERVE/POST-DENVER	1,277	
AMERISERVE/POST-SALT LAKE UT	691	

Supplier FOB			Address		
O.K. FOODS-FORT SMITH AR		Fort Smith		AR 7290	4
TYSON FOODS-GREEN FORRES		Green Forest		AR 7263	8
TYSON FOODS-RUSSELVILLE A	3	Russelville		AR 7280	1
Distribution Weight Center	LTL 0.t Minimum	o 1,000   1,001 to LBS   5,000 LBS	5,001 to 10, 10,000 LBS 20,0	001 to   20,00 000 LBS	OLBS 🛨
PS-ATLANTA 15,000				1.10	
PS-BURLINGTON 15,000	400.00			1.20	

FIG. 205

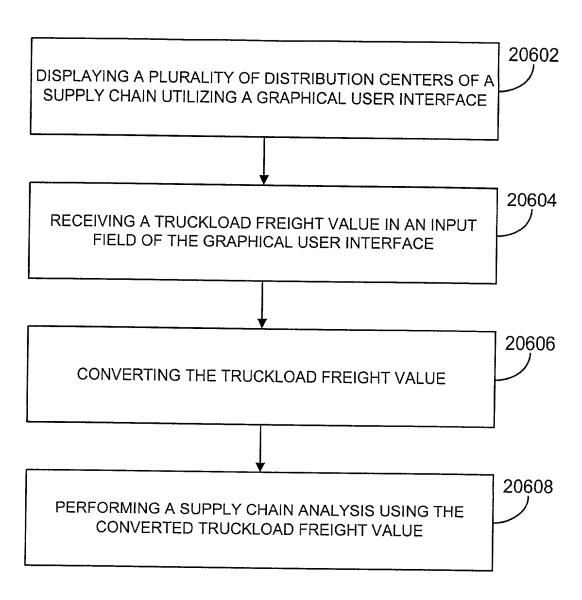


FIG. 206

w	
	Analysis Region Force FOR
×.	Analysis Region Force FOB
S	MCCABE-PORTLAND/RNM/-ANCHORAGE O Yes O Ho
	MCCABE-PORTLAND/RNM/ANCHORAGE Ves O Ho
Ñ	
Q,	
6	
ω.	
8	
A.	Distribution Center Name Site Role
*	
o.	MCCABE QUALITY FOODS-PORTLAND Corporate & FOB Point
*4	
	RESTAURANTS MY-ANCHORAGE Cornorate & FOR Point
1	RESTAURANTS NW-ANCHORAGE Corporate & FOB Point

FIG. 207

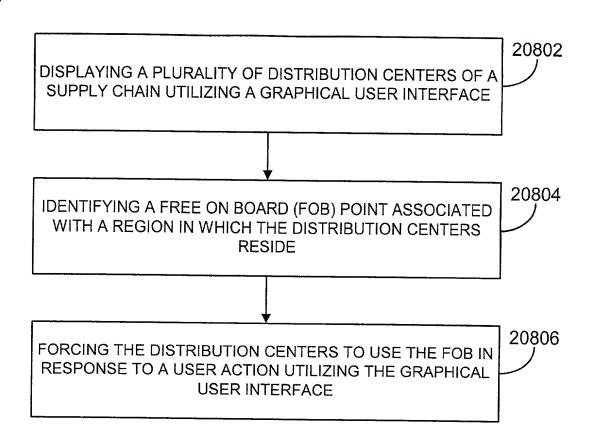


FIG. 208

21000

the three the terms in the terms that the

Report Selection Report Type:	Report Name.		
Optimal Product Routing	Freight Information Provided	Ŧ	
P	Freight Information Provided	÷	
Report Parameters	LTL Routing Grid By Lane		
Supplier: (All)	Routing Results By Lane		
Supplier FOB: (All)	Routing Results By Lane, Item		
Distribution Center: (All)	Routing Results w/RDC Breakout By Lane	240	
	Routing Results w/RDC Breakout By Lane, Item		ess bas
	TL Freight Verience Analysis		
Version: Base Version	And the Advance of the Angelon and the Angelon		ä

FIG. 210

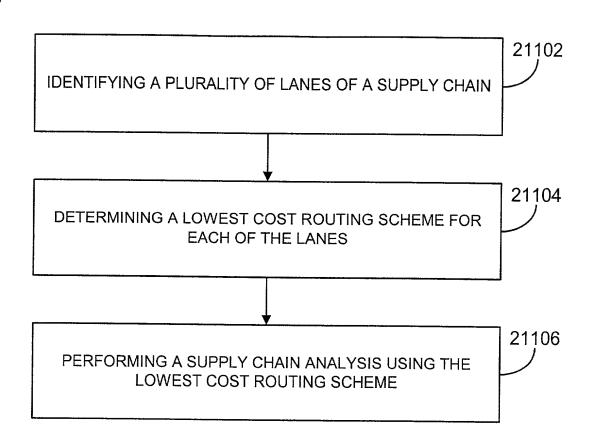


FIG. 211

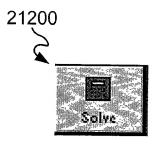


FIG. 212

21300			
5	213	302	
	Report Selection Report Type:	Report Name:	
	Awarded Volume \	Awarded Volume by Item - Detail	Ŧ
	Awarded Volume	And the second s	
	Comparison Reports Cost Matrix Preview	<u>*</u>	
	Optimal Product Routing		
	Tab Reports		
		ew Capacity & Prices	

FIG. 213

Awarded Volume by Item - Detail

### Awarded Volume by Item - Detail

Awarded Volume by Item - Freight Awarded Volume by Item - Summary Competing DC Freight Analysis by Item Lane Assignment Matrix Lane Weighted Average Delivered Cost

FIG. 214

21500

### Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion) Invoice FOB Detail Comparison (no conversion) Invoice FOB Detail Comparison (with conversion) Invoice FOB Savings Comparison (no conversion) Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

ب	
×	
_	ú

Report Type: Report Name Comparison Reports Assigned Volume Percentages (no conversion)

FIG. 216

Report Name:

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

FIG. 217

FIG. 218

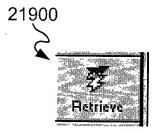


FIG. 219

The first three other is great in the party than the in the party that the first the party that the party that

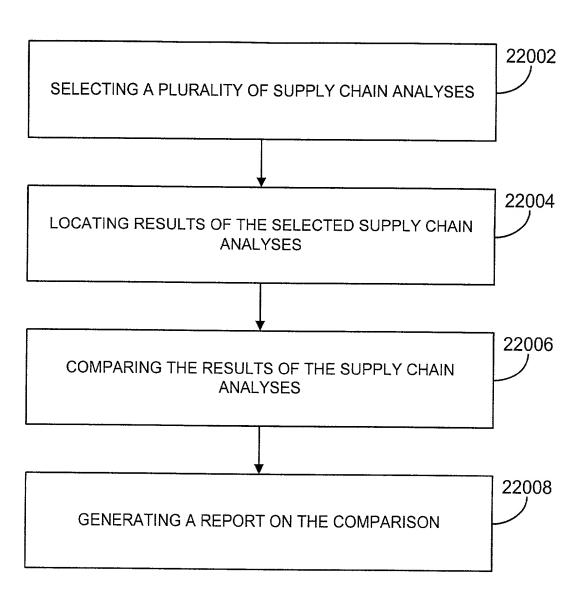


FIG. 220

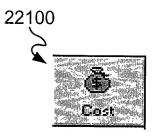


FIG. 221

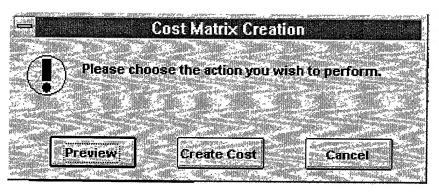


FIG. 222

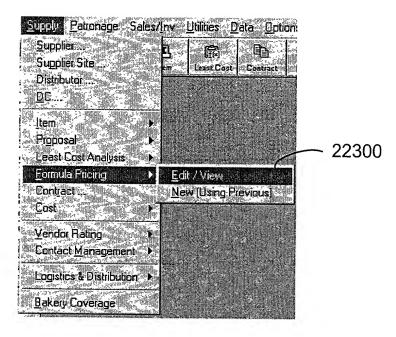


FIG. 223

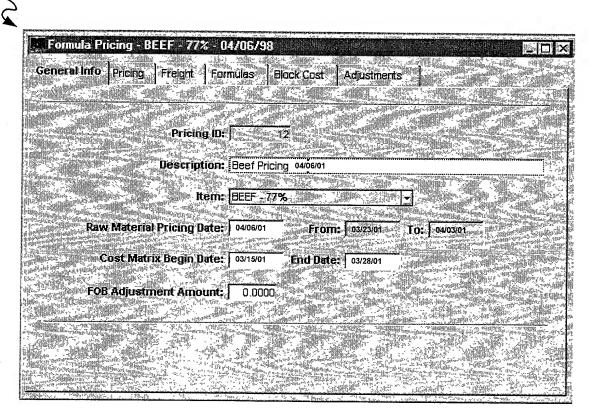


FIG. 224

Date 1	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	DOM 75% I			DOM 90% D			DOM 90%	IMP AUS 90% LEAN	SERVE THE SECURITY
9/23/98 E	0.8600	2000	0.9052	TRIM 0.9300	LEAN 0.9318	-	LEAN BL	***************************************	<del>ya Carlonillik saba</del>	······································	-24	Beef
13/24/98	0.8800	0.3100	crace carries minime en cue	0.9300	0.9316	***************	<u> </u>	0.9950		***************************************		0.796
13/25/98	0.8800	0 9150		0.9100	0.9224			1.0500	***************************************	0 9400	CALCULATION OF BUILDING SECURITION	0.840
3/26/98	0.8850	0.9155	in the second	0.9190	0.9275		the same of the sa	1.1500		0.9500	COLUMN DOLL COLUMN SOUTH	0.920
3/27/98	0.0030	0.9200	0.9344	0.9190	***************************************		<del> </del>	1,2500		0.9600	0.9500	1.000
3/2//36	0.8800	0.9300	0.9344	mmummammamany)	0.9275	0.9855	annum munum munger	1.0500	1 1000	0.9550	0.9800	0.840
3/31/98	0.8860	0.9160		0.9700	0.9318	0 9900	war workstand	0.9998	1 0000	· versus and in the second	0.9650	0.799
4/01/98	0.8700	0.5100	***************************************	0 9800	0.9412	1.0000		1.1250	<del></del>	0.9550	0.9870	0.900
4/02/98	0.8500	0.9400		0.9650	0.9224	0.9800		1.2300		0.9630	0.9630	D.964
4/03/98	0.8515	0.9400	0.9539	0.9750 0.9800	0.9318	0.9900		1.0250		0.9540	0.9870	0.820
7/03/30	0.0313	0.9247	diameter like to be a comment	- Brannaman - Brand	0.9412 0.9300	1 0000		1,0750	Kilaniniana. manining	0.9580	0.9870	0.860
	CUADO	0.3247	U.BZYDI	0.3529	U.SJUU	0.9681	1.0690	1,0950	1.1210	0.9572	0.9659	0.876
								Material S				

FIG. 225

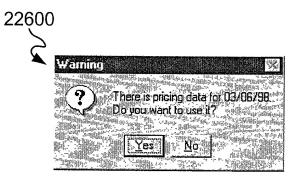


FIG. 226

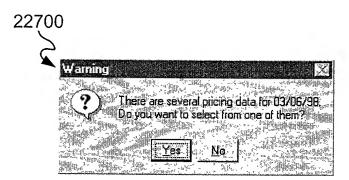


FIG. 227



. Formula F	ricing Selec	ction		**************************************	×
Pricing ID	Calc. Date	De	scription		
10,833	03/08/98	Beef Pricing	3/8/98		
11	D3123/98	Beef Pricing	3/23/98		
			184		
	<u>о</u> к	<u>C</u> an	cel		
			•		

FIG. 228

Formula Pricing - BEEF - 77% - 04/01	6/98	
General Info Pricing Freight Formula	s Block Cost Adjustments	
Supplier FOB	Address	a E
AMERICAN FOOD SERVICE	King of Prussia, PA 19406	
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23605	
GOOD SERVINGS PRODUCTS-NH	Manchester, NR 03108	
100 No. 100 No		Factor and the
Material Type	Freight Amt	•
Fresh Domestic 50% Trim	0.0450	
Fresh Demestic 65% Trim	0.0000	
Fresh Domestic 73% Trim	0.0000	
Fresh Domestic 75% Trim	0.0000	
Fresh Domestic 80% Leen	0.0000	
Fresh Domestic 85% Lean	0.0000	
Fresh Domestic 90% Lean	0.0400	Maj.
Fresh Domestic 90% Lean-Blue	0.0000	
Fresh Domestic 90% Lean-Yellow	0.0000	
Frozen Domestic 90% Lean		
	0.000	
Imported Australia 90% Lean	0.0150	

FIG. 229

	2.72	TR	*** * Y	27. 225227.7	FD73TC	r. C t tropbied it	BOLC	\$5 @000 V	il M	FU90		-42 A 1884	- A	LF	ГВ	Total
Formula AFS-1	0.3120			Cost	Pct. Cos	d Pct.	Cost	Pct.	Cost	Pet.				Pct.		ninaninaiga) Casana
MC3+1	endrament includes a technique	merce water	ringenerminarjaki	n soro	0.1400 0.1			main marina		કેલ્લ્લ્ડ્રિલ્ટ્રેલ્ટ્રેલ સ્ટ્રેલેક્ટ્રેલ	iide tiera coran ariac	derriteriteiterin für ein	collected by se se cold	Secretore General area	0 0911	care received to
GS-1	the state of the s	0.3042		diameter and the second	B.1400 0.1.	300	Service Service			0.2000						
58C-1	0.2414	who were the same of				0.2179	o nanae			0.1730						and Contract
SER-1	PRINCE W. HISTONICALIS	0.2926				7.0216	9 0 2020	0.2179	U.Z133						0.1236	0.972
· un a amacerca	0.3090	Karlinter Chickery and a					Historia		2002	0.1750						0.968
MH-1	D.3250	****************			Markey Production				Desire and							0.9941
AAS-1	0.3325	Maring Street Land								0.1730						
	3.20					de de la companie de	again ann an an an	Hama inimal	opening of	U.4013	U, J I DJ		U.Caob	UHUUU	นเบลลน	7.0071
			1 (A)			1,13390										
		74777 T				669		75822								
Sec. 3. 5. 6 1 1 1	32.833.id. (* )	~ endid	Lini.		520	Sec.	Alline see			Par Maria						
entained	POMPHO WYD	5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5														

FIG. 230

V Tla a vaddal-7.2	200 mm						
<u> </u>	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?	
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	V	
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1,1792	V	
GS-1	0.9866	0.98	\$1,0037	0.1287	\$1.1324	요 ☞ 🐇	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	マ	
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	マ	
TEX-1	D.9916	0.99	\$1.0067	0.1232	\$1.1299	マ	
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	F	
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	┍	
			1000				
		er feetje		Aller You County		Kyles Comme	
		244					
	23/2 N. 24, 14, 178888888880.00, 1		made Children and the second		and the summer of the second section is		

FIG. 231

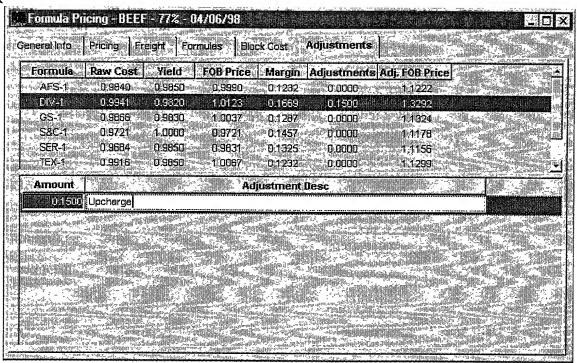


FIG. 232

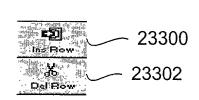


FIG. 233

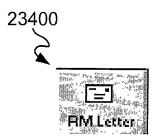


FIG. 234



% Formula I	Maintenance				I
Formula ID	Facility	Descri	ption .	Short Name	
5	AMERICAN FOOD SERVICE	American Food Se	ervice Formula A	AFS-1	<b>4</b> 5
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b		DIV-1	
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Fo	rmula 1	GS-1	
lumber of Ro	ws: 14				
	Material Type		Begin Date	Percentage	
resh Domest			10/03/1997	31.2000%	77 67
resh Domest	ıc 73% Trim		10/01/1996	20.0000%	
resh Domest	ic 85% Lean		10/01/1997	5.0000%	
resh Domest	ic 90% Lean		10/01/1997	18.8000%	
lumber of Ro	ws.6			100.0000%	4. 
A SPANNING TEXT				"se attendance of " " " " " " " " United	. C.

FIG. 235

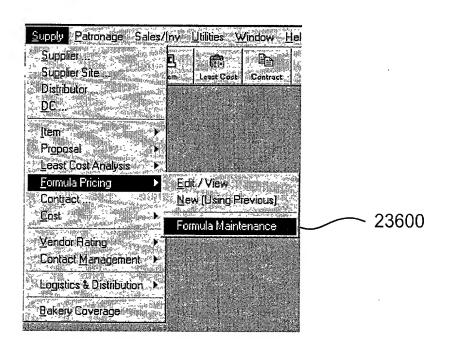


FIG. 236

Distribution Center:	
Time Period (Month/Yr):	23700
Delivery Order Fill Rate - Addendum 1	
Total Cases Ordered:	

Operations:	-	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
A COMPANIE	Cases:						0
	Percent	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

	,	,			
Purchasing:	, 1	Out of Stocks	Substitutions	Out of Code	Total Purchasing
	Cases:				0
	Percent:	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Distribution C	Center Total:	Cases	Percent
	Operations:	0	#DIV/0!
(13.V) (15. Karan (15.)	Purchasing:	0	#DIV/0!
	Grand Total:	0	#DIV/0!

Delivery	Order Order	Fill Rate:	`	#DIV/0!

# On-Time Delivery Rate - Addendum 2

	Total # of Deliveries:	
	# of On-Time Deliveries:	
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	On-Time Delivery Rate:	#DIV/0!

# 23702

# Perfect Order Rate

Total # of Deliveries:	
Total # of Perfect Orders:	
Perfect Order Rate:	#DIV/0!

Signature:	

FIG. 237

Date:

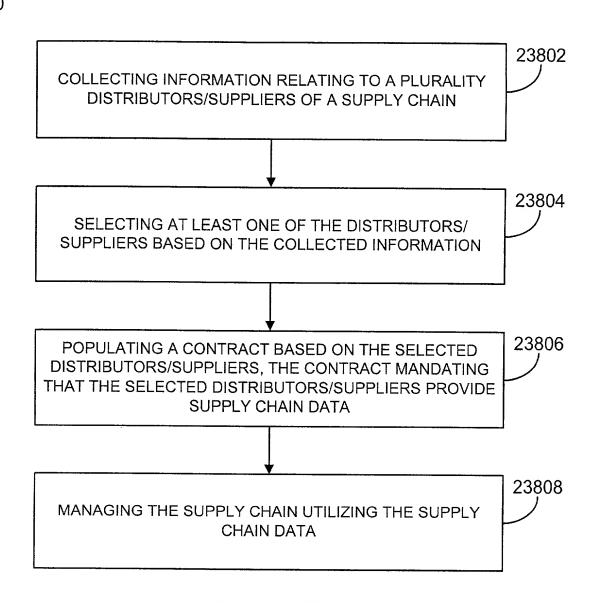


FIG. 238

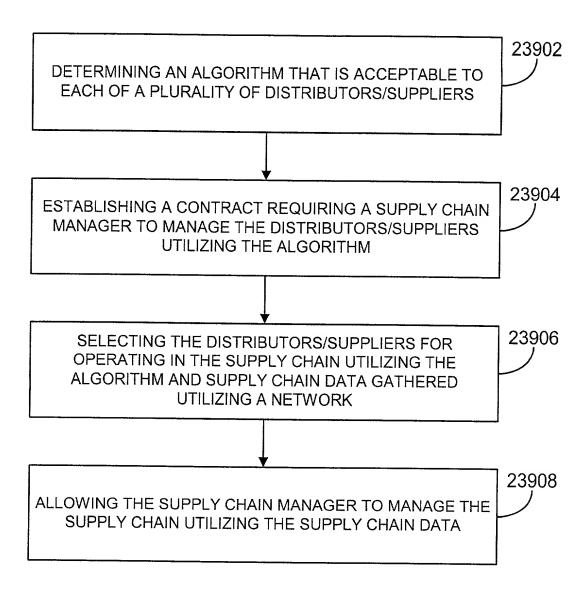


FIG. 239

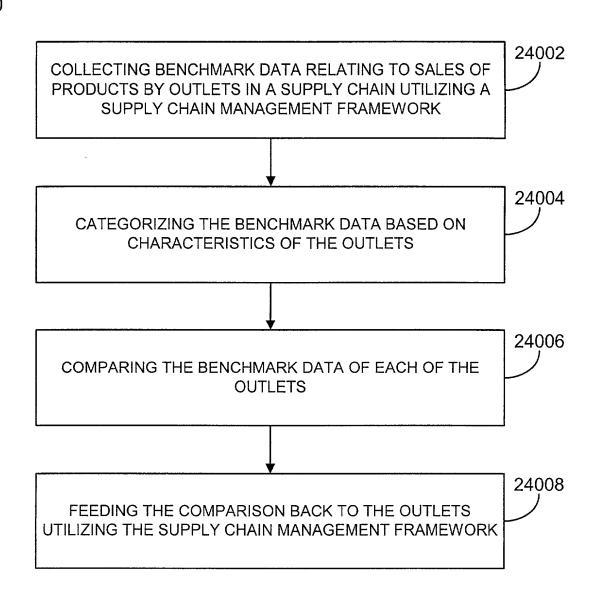


FIG. 240

